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ENGINEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



**JANUARY**  
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How Quality Products Built Norris Candies  
Installation Equipment For Liquid Sugar  
The Modernization of Gimbel's Candy Dept.  
Lessons In Fondant and Fondant Creams



v.31 1951

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# The Manufacturing Confectioner

READ WHEREVER CANDY IS MADE

**JANUARY, 1951**  
Vol. XXXI No. 1

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Pioneer Specialized Publication for Confectionery Manufacturers Plant Management, Production methods, Materials, Equipment, Purchasing Sales, Merchandising.

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COVER: The handroll creams, in Norris' Cream Fondant Department, are in the care of W. H. Lee, a veteran of 37 years with the company.

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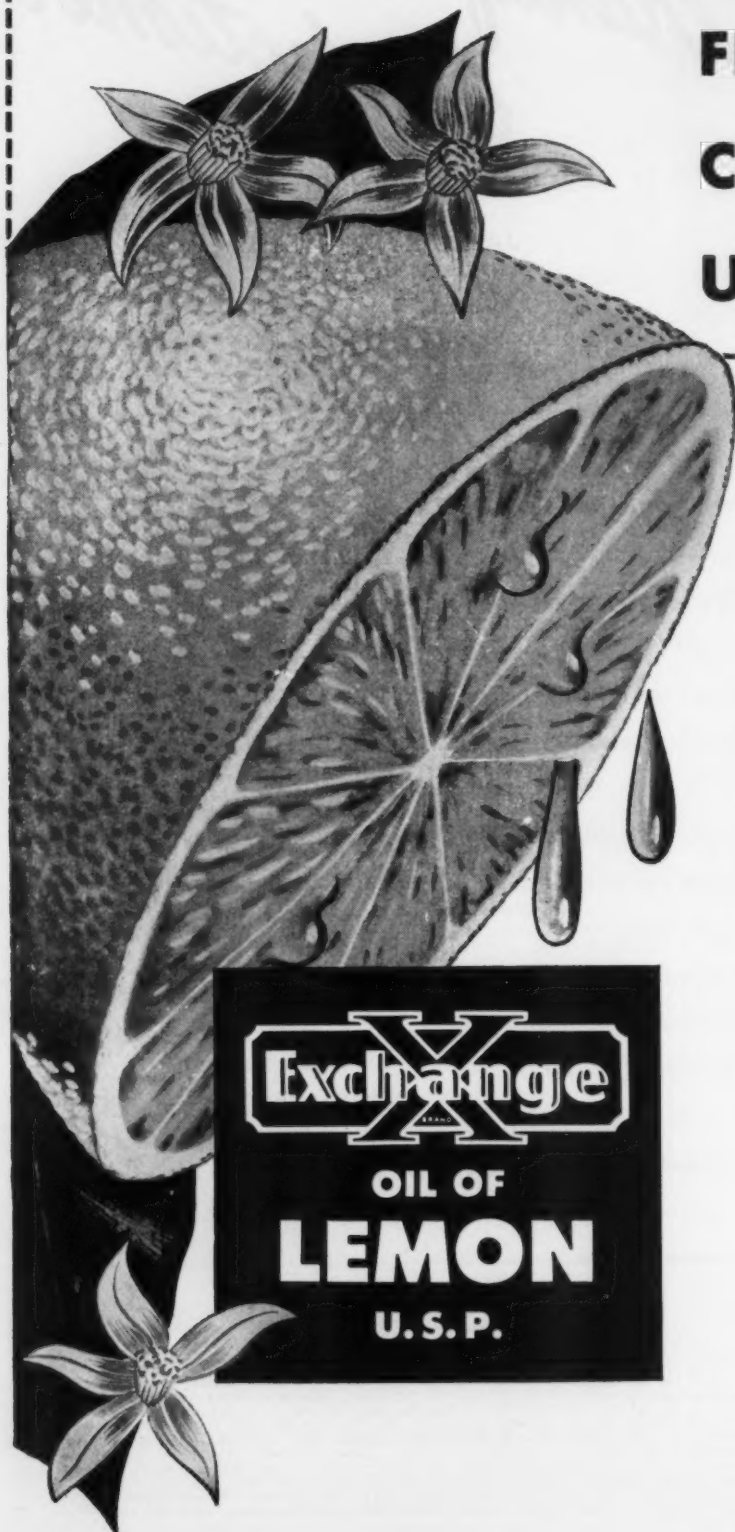


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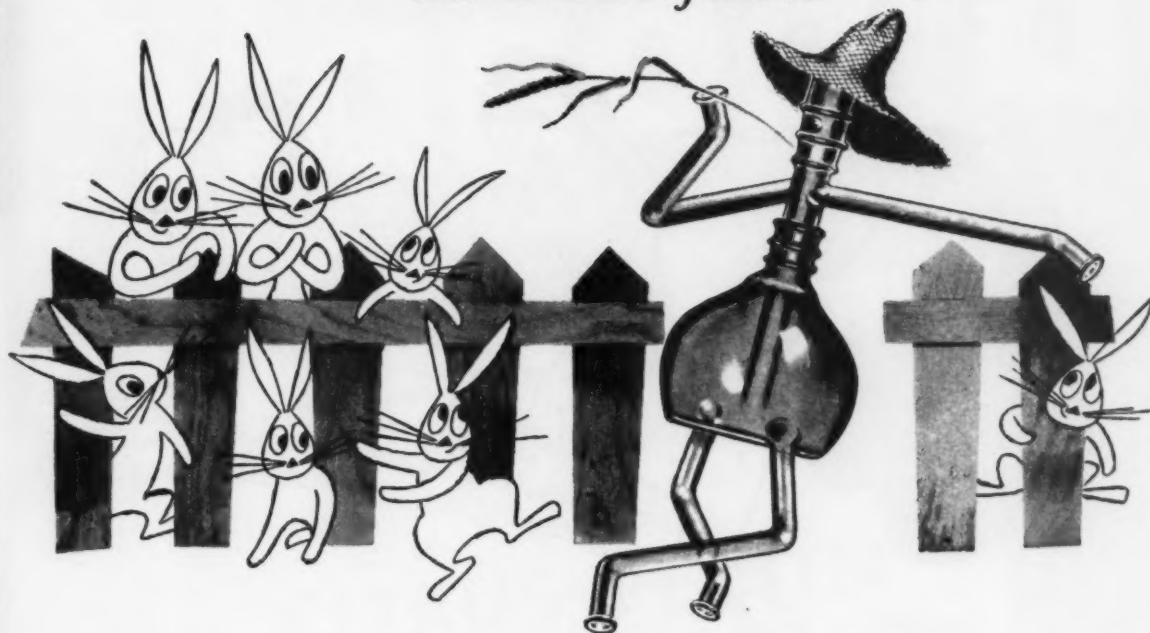
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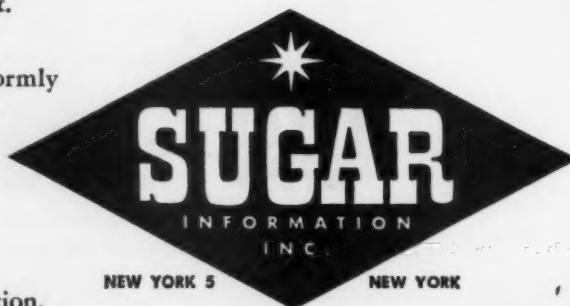


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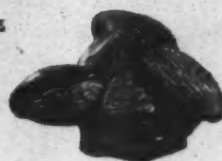
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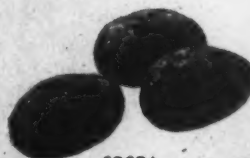
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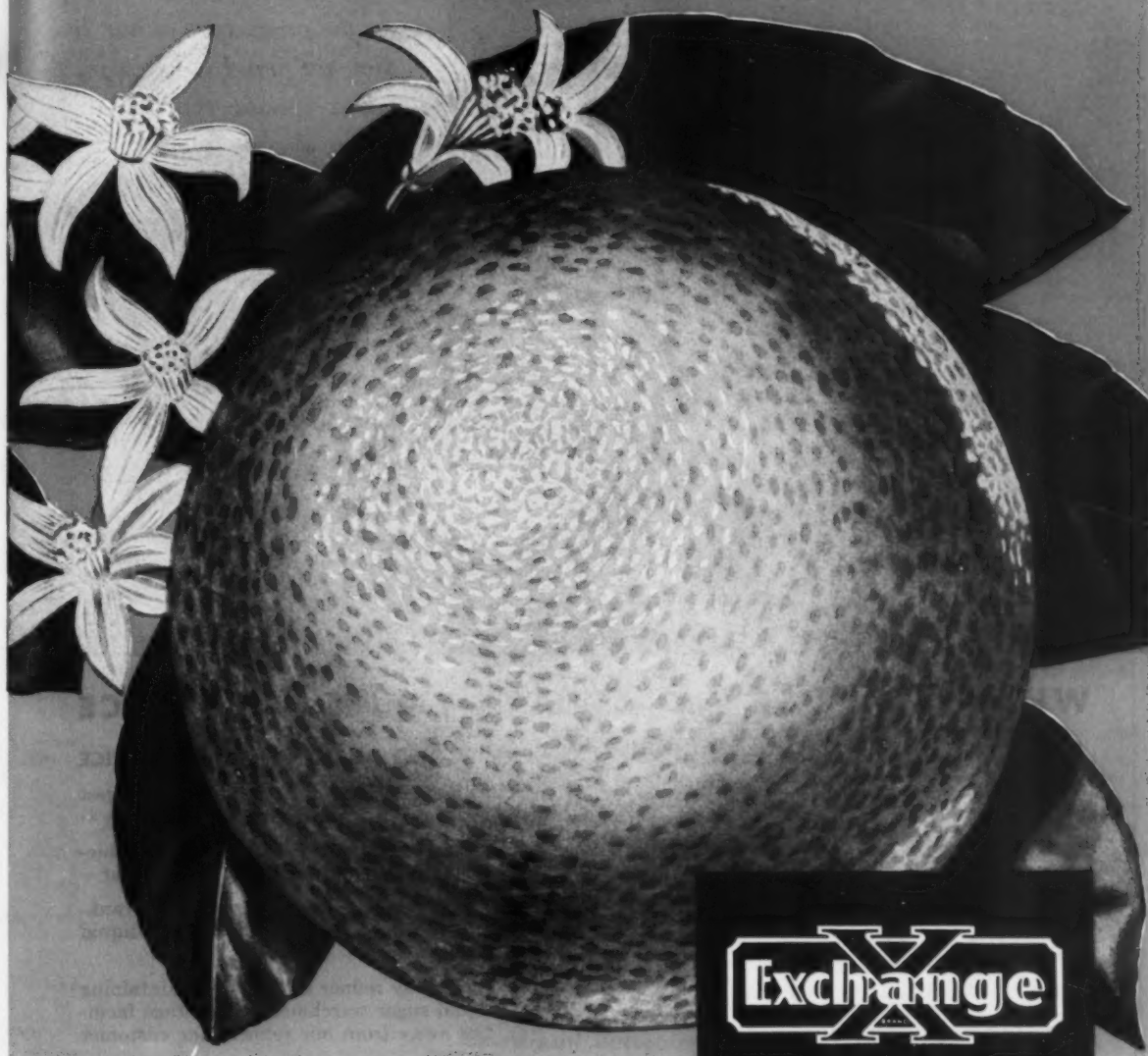
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For another, there is not nearly enough smart, hard hitting merchandising being done at this time. If you have noted the latest figures of the Department of Commerce, you will find that the per capita consumption of candy dropped again in 1949, for the third consecutive year. Obviously, the quality and quantity of sales promotion behind the sale of candy is in great need of stimulation. THE MANUFACTURING CONFECTIONER is taking one step that we feel is greatly needed to help the buyers do a better and more intelligent job of merchandising. Beginning with the January issue, CANDY MERCHANDISING magazine will be completely revamped to provide more and better services to the buyers. Ask us for a copy of this issue, we will be glad to send it.

**THE MANUFACTURING CONFECTIONER PUBLISHING CO.**

**9 S. Clinton St., Chicago 6 — 303 W. 42nd St., New York 18**



# CONFECTIONERY ANALYSIS and COMPOSITION

By  
**STROUD JORDAN, M.S., Ph.D.**  
and  
**KATHERYN E. LANGWILL, M.S., Ph.D.**

## \$3.50

The first two volumes of "Confectionery Studies" by Dr. Jordan, have acquainted the confectioner with everyday problems and with standards in effect at the date of publication. A practical and technical evaluation of chocolate products then followed entitled "Chocolate Evaluation". These three books were willingly received by the industry as valuable additions to the technical literature available.

This book, the fourth in the series, is being published by *The Manufacturing Confectioner*. Confectionery studies have been continued and this volume concerns itself, first with applicable data that cover the composition of basic raw materials as well as that of the finished confections in which they have been employed.

In assembling this volume reference is made to applicable methods. Where satisfactory methods of analysis are of general knowledge they are incorporated by reference. All specially developed methods and procedures are incorporated in detail.

Where reconstruction of formulas from analytical data is considered, we are dealing with a relatively unexplored field. Many basic assumptions have been made before actual formula reconstruction has taken place. The second part of this volume is used to consider the several confection groupings into which most confection types generally fall and full discussion of each follows. See Chapter Headings below.

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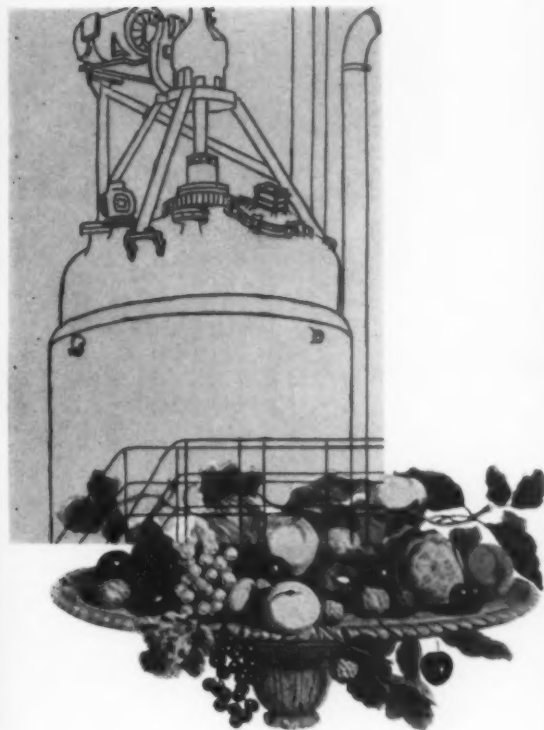
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## Norris built on "Quality First"

*plus prestige packaging  
and dealer support*

FOR 45 years, through two wars and a depression, the Norris Candy Company of Atlanta, Ga., has been building.

Not only has Norris built an annual sales volume of more than five million dollars, the company also has established a reputation for a quality product and an organization to back it up.

Their success formula is simple. But first, let's take a look at the company's climb.

In 1905 the late A. L. Norris picked a small frame building on Peachtree Street in Atlanta and set himself up in the candy business.

He started out with a merchandising idea that is still the basis for the Norris product. Norris put quality candies in a prestige package. Norris pioneered in the use of style and craftsmanship not only in the candy itself, but also in the package.

At no time in the history of the company has Norris candy ever been made of cheaper ingredients or presented in economy packages.

The company never allows its dealers to reduce the price on its candy for any reason whatsoever. Norris candy is never placed on sale.

During the war years, in the face of shortages of sugar, chocolate, labor, paperboard and other essentials, Nor-

for January, 1951



REFRIGERATED CANDY MERCHANDISERS distributed by Norris not only add new markets in summer, but also give an added prestige to the product.



ris still maintained a top quality product.

Technicians created new chocolates using more fruits and nuts and less sugar, at the same time keeping up the quality and the taste appeal.

Whenever it becomes necessary to raise the price of the candy because of higher costs of labor and ingredients, Norris makes it a practice to raise the quality of the product in some way at the same time, or to create new flavors to entice the consumer.

All Norris candy is backed by a guarantee printed on the box, and if for any reason the product is not satisfactory, the purchaser is given another box.

Norris originated Della Robbia Mints almost 40 years ago. These are cream mints in fruit and flower shapes. Here again, quality still comes first with Norris. Each of these mints is tinted by hand in today's plant.

Norris is probably best known for its chocolates and confections in the Variety box. The Variety package has gone through many changes since it was originated many years ago, but Norris makes it a point to re-style the package to keep up with the times so gradually that the customer is scarcely aware of any change.

For instance, this year the dark purple background has been replaced by an orchid shade with a moire effect. But the motif remains the same. The box has always shown the figure of Harlequin, symbol of romance, with his lady-love, Columbine. But the package has changed many times since the original Harlequin introduced the Norris Variety Box.

Another variety box takes advantage of Norris' location on the famed Peachtree Street. Peachtree Chocolates have been a best seller for more than a decade.

Norris' physical facilities have, of course, kept pace with its growing business. The frame building on Peachtree Street has long since been replaced by an eight-story plant in the heart of downtown Atlanta, which contains 130,000 square feet of floor space. More than 750 employees form the Norris family of 1950.

Two straight production packing lines stretch 150 feet each through the plant. Each line is manned by 125 girls. Automatic package wrapping machines at the end of the line complete the packaging.

The chocolate coating department boasts two late model chocolate coaters and two 4-inch Enrobers with new type multi-tier cooling conveyors 450 feet long. Three foil wrapping machines are used.

The plant manufactures its own boxes and has its own printing plant for wrappings. The box plant is equipped with seven automatic wrappers and gluing machines.

One of the most important figures in the growth of Norris was Mrs. Marcelle H. Lowenstein, who died in 1948. She became active in the company on the death of her husband, Frank Lowenstein, in 1929, and was named president of the firm in 1941.

Mrs. Lowenstein not only worked for the future of the Norris Candy Company, but she also worked for the good of the industry as a whole, serving on many national committees. In 1946 she was honored by her fellow Atlantians as the Woman of the Year in Business.

R. Lawton Henderson, president of the company since 1948, believes in enthusiasm for the product among his employees. To this end, everything has been done to make for good working conditions in the plant. A cafeteria is also provided, for the employees.

Under the guidance of Henderson, who started with Norris as a cashier in 1925, the annual sales volume of the company has climbed from about a half million dollars to the five-million dollar figure.

Since World War II, Norris has increased its agencies from 2,500 to more than 10,000 throughout the nation.

One of the most outstanding promotions handled by



Above: Shown are two of Norris's four large coating machines. Below: Famous Norris Flavors are developed in this modern laboratory.

Norris in the past year was the distribution of refrigerated candy merchandisers. These attractive cabinets, which feature regulated temperature and humidity, were bought in large quantities by the Norris company, and sold to dealers at cost.

The cabinet features both display and storage compartments, is self-service, and enables the candy dealer to keep chocolates fresh and saleable at all times.

Thus, Norris not only helped the dealers, but also added 2,000 summer markets which formerly had been lost during hot weather.

Norris officials believe that the refrigerated candy merchandiser also adds prestige to their product in the mind of the consumer.

A package now being promoted by Norris is a collection of candies in hermetically sealed tins for overseas shipment. The mailing carton contains tins of chocolates, Southern mints, peanut brittle, and introduces a new product called Peanut Krunch.

Another merchandising idea used by Norris is a sales-training film called "Sweet Business". This film, which illustrates right and wrong methods of drug store operation, has been shown to dealers throughout the country during the last few months and is now being shown to groups at various clubs and schools.

Norris uses few contests among the company salesmen, because the officials feel that all promotions should be in keeping with the prestige policy of the company.

Newspaper and magazine advertising is used extensively, as a policy of consistent, forceful advertising has been followed by Norris throughout its climb.

Officials list as the successful bases of company policy: 1. A quality product. 2. Consistent, forceful advertising. 3. Recognition of the importance of the dealer. 4. Aiding the dealer in every possible manner.



# candy making for the beginner:

## Lesson III

by ALFRED E. LEIGHTON

*Consulting Food Chemist & Candy Technologist*

### FONDANT AND FONDANT MAKING

AMONG the intermediate products that the complete candy maker must know how to make—none is of greater importance than fondant. Fondant as such enters into the composition or formulas of a number of items such as creams, fudges, wafers, patties, and centers for dipping or coating. Other items, where grained or short textures are desired, can be seeded or induced to grain by the already-formed delicate crystalline structure of fondant additions. Because of the prime importance of the subject it will be dealt with at some length.

*What Is Fondant?* Fondant is actually a doctored composition of sugar and water which has been specially processed with the object of making its physical condition one of very fine crystals kept plastic by being surrounded by a phase of liquid which prevents crystal clumping. The liquid phase is a saturated sugar syrup, and it is said to be saturated because it holds as much sugar in solution as it is capable of holding. The purpose of the doctoring is to control grain formation, and to delay or prevent its growth when the fondant is held in storage. We may therefore regard fondant as an example of a controlled grain confection. In fondant making the usual doctors employed in the processing are one or more of the following:—corn syrup, invert sugar, cream of tartar, and occasionally edible acids such as citric and tartaric.

*Principles of Fondant Making.* In an earlier lesson mention was made of the property of sugar to crystallize from strong solutions or syrups. In fondant making, this is Principle # 1., and advantage is taken of this characteristic of sugar. The formulation of the constituents is adjusted and balanced so that the desired end point will be achieved in the processing that follows. *Principle # 2.* When strong hot saturated solutions of sugar or any crystallizable material are cooled slowly the crystals that develop and are thrown out of solution are large—on the other hand if the solutions are cooled quickly and suddenly, the resulting crystals will be small. If in addition to rapid cooling, the solution is agitated or whipped after the cooling has been completed aeration ensues which speeds up crystal formation and keeps the crystals small, by interposing fine air bubbles (that keep the crystals separated) so that they do not bond to one another. In what follows it will be seen how the enumerated principles are applied in fondant making processes.

*General Methods of Making Fondant.* The following procedures are more or less standard in factory processes, departures if any are minor in character. The sugar part of the formula is dissolved (in the usual way and taking the usual precautions as already outlined) in one third its weight of clean good water. To each 25 lbs. of sugar

it is customary to add 1 gallon of water for effecting solution, and under the influence of heat the mass is dissolved and brought to the boil. The corn syrup, if such is part of the formula, is then added and the mixture cooked rapidly to 240 degrees Fahrenheit or thereabouts, plus or minus a few degrees according to the type of fondant desired. The heating is then discontinued and the cooked syrup is cooled quickly in one of several ways. One method of cooling is to run the mass over a system of cooling coils or tubes through which cold water is allowed to flow. Another method is to run the syrup on to a circular table which is also water cooled. The table known as a cream beater is usually sprinkled lightly with water before flowing the syrup on to it. This practice ensures the coolness of the surface. Regardless of the mechanical means of cooling the batch, the temperature is allowed to fall to from 100 to 110 degrees Fahrenheit before the next part of the process, which consists of the so-called creaming, is allowed to proceed. At the temperature mentioned the syrup is in the right condition to crystallize and form the minute crystals which are desired in a properly made fondant, especially if some assistance is given. The necessary assistance consists in agitation and this is applied mechanically.

The continuous system of fondant making takes the cooled syrup through a trough or tube along the centre of which is a shaft bearing helically inclined paddles is caused to rotate rapidly. Other fixed members, like teeth, properly spaced and attached to the trough, act as a comb and keep the paddles from becoming clogged with fondant. In this way the syrup moves forward as a result of the angular set of the paddles. At the same time air is beaten into the mass and crystallization takes place, the material moves forward to the discharge end of the trough, and leaves as a snow-white fondant in a continuous manner. The combined influences of low temperature and rapid cooling, together with aeration, have all contributed their effects in making the minute crystals of the finished fondant.

In the second or batch method, the cream beater is used. The cream beater is simply a circular dished table about five feet in diameter, and water cooled. The table is stationary, and above it and almost resting on its surface is an assembly of plough-like blades, and a concave surfaced triangular fitting. All these accessories are spaced over the surface of the table, but they are attached to a central shaft that comes up through it. This shaft with its attachments is motor driven and can be made to rotate around the table. The complete assembly moves as a unit when in motion.

When making fondant on the cream beater the cooked and hot syrup is poured on to the cooled table where it

*These articles started with the October 1950 issue of The Manufacturing Confectioner.*

*This series is designed exclusively for the beginner to better his understanding of the function of ingredients and the "why's" of candy making. The course has been prepared by Alfred Leighton, consulting food chemist and candy technologist.*





is allowed to rest undisturbed until the proper temperature for creaming has been reached, as already mentioned. Then the beaters are set in motion and as a result of the combined scraping and turning action of these, the syrup is pushed to the centre of the table, turned over, rolled and allowed to flow back to the edges of the table. This action is repeated with each revolution of the central shaft; the mass begins to acquire a cloudy appearance resulting from the air that is being incorporated. It commences to thicken and take on a heavy body. In a short time it has become thoroughly opaque, snow-white and heavy bodied, and is removed from the table for storage and ripening.

The processes and equipment for fondant making as described, are quite general. There are some mechanical set-ups that work in a modified way. One of these cooks the syrup to within 10 degrees of the final cook, and finishes it by the application of vacuum whereby the excess of water is vaporised and the temperature reduced to the proper level for creaming. The creaming is then commenced and continued until the product has acquired the desired characteristics. The method can be made continuous or batch-like, depending upon the equipment available.

In still another mechanical arrangement the cooked syrup flows on to a water cooled drum which revolves slowly, and by the time it has completed a revolution the syrup is cool. The syrup runs against a blade or deflector, which scrapes it off the drum. The cooled syrup like a curtain or sheet in its mass, falls into a beating trough (as described under continuous creaming) and is finished off as in that process. Only the machine set-up as a means of cooling the syrup is different.

**Properties of a Good Fondant.** It should be glossy and snow-white, its crystals so small that they cannot be detected in the mouth or on the tongue, soft enough to be plastic and velvety, not crumbly, and possessing a crystalline structure that will not grow coarse when held in storage.

**Formulation and Cooking Temperatures.** While there is not a great deal of variation in either processing or formulation of fondants, they may differ slightly according to the end use of the product. Thus, depending on formulation and end use, cooking temperatures may end at from 238 to 246 degrees Fahrenheit. The lower the final cooking temperature, the more water will be left in the fondant, and obviously the higher the cook the drier the fondant will be. A low cooked soft fondant may be better suited for wafers that are not to be coated, whereas the drier fondant resulting from higher cooking temperatures, will be able to withstand handling and are suitable for moulded goods and centres.

Invert sugar in fondants helps to keep them moist, but excessive amounts may produce fondants so soft that they will be difficult to handle. The same effect of softness and handling difficulties result from excessive moisture content, with the added difficulty that when high, moistures in centres, made with wet fondant, prevail, fermentation ensues and chocolate coatings that have been applied become ruptured. On humid days when the air is full of moisture, it is customary to raise the cooking temperature a degree or more to off-set the effect of the moisture picked up by the material from the air. Even as little as a one per cent of moisture deviation either way, from what is normal for any particular fondant, is sufficient to throw all handling procedures out of order. It follows therefore that cooking temperatures are important and that when they are predetermined they should be adhered to, and only altered for special circumstances that are well understood; body and texture depend on them, other things being equal.

**Ripening of Fondant.** Ripening is the term applied to the changes in body and texture which occur when freshly made fondant is covered and set aside to mature during storage. In ripening over a period of 12 to 24 hours storage, the fondant seems to become thinner, more moist and plastic, than when freshly made. It can be kneaded more easily to break down crystal growth; the smallest crystals dissolve in the non-crystallizable syrup which surrounds them. In so doing there is more room left for the larger crystals to move and thereby provide a condition which we regard as plasticity.

#### Some Typical Fondant Formulas

Cook to →	238° F	238° F	240° F	240° F	244° F
Sugar	25 lbs.	25 lbs.	25 lbs.	25 lbs.	25 lbs.
Water	1 gal.	6¾ pints	10 pints	9 pints	1 gal.
Corn Syrup	5 lbs.	8½ lbs.	1½ lbs.	6½ lbs.	6 lbs.
Invert Sugar	—	—	—	—	—
Cream of Tartar	1/16 oz.	—	—	1/16 oz.	—

As can be seen from the foregoing typical formulas which are used in factory processes, they do not vary to any appreciable extent. The presence of a small amount of cream of tartar in some formulas will create some invert sugar if added before boiling, and its action will continue slowly after the fondant has been made thereby helping to keep the product mellow if stored. Invert sugar when included in the formula will do some work as a doctoring agent, but its action after the fondant is made is to ensure freshness and hinder drying out. Some formulas call for the use of gelatine, or egg albumen up to 3%. These items are known as colloids and their purpose is to interpose a film between crystal surfaces and prevent the crystals from growing in size and becoming coarser. The film so formed is only a barrier to prevent surface contact. Special fondants can be made with pure sugar without additions of corn syrup. They do however have to include either a doctor in the form of an addition of edible acid or a sufficient amount of cream of tartar. The action of either one when in the formula is to invert some of the sugar, invert sugar being a doctor in itself. The action of acid doctors in forming invert sugar is uncontrollable, therefore it is far better to add known amounts of invert sugar as such to the formula. Straight sugar fondants, (without corn syrup) are particularly suited for the making of those chocolate coated centres that are caused to liquefy (cordialise) on storage.

*The next installment will provide a practical exercise in making basic fondant and wafers made therefrom.*

#### Confectionery Sales — October, 1950

Manufacturers' sales of confectionery and chocolate products are estimated at 115 million dollars for October, according to the Bureau of the Census, Department of Commerce. Manufacturer-wholesalers reported sales 11% above the September level and 12% higher than last October 1949. October sales of manufacturer-retailers, 8% higher than October last year, were up 10% from September 1950. Chocolate products sales declined 17% from the September 1950 level, but were still 5% over October 1949. For the year to date, dollar sales were 7% above last year's 10 months total.

Sales for the first 10-month period 1949 compared to 1950 indicate that manufacturer-wholesalers sales increased 9%, manufacturer-retailers, 6% and chocolate manufacturers 1%.



# Liquid Sugar

## In The

## Candy Plant

LOUIS LANG, Chief Research Chemist for National Sugar Refining Co., gave this talk before the Philadelphia group of the A.A.C.T. in November.

IN THE FIRST place the name "liquid sugar" may disappear in a relatively short time. It is actually a misnomer to call this product "liquid sugar" since this terminology implies that we have liquified the sugar. The sugar as such is not in liquid form, but is rather present dissolved in water, and for this reason we find the Federal Food and Drug frowning on the term "liquid sugar". They prefer the name "sugar syrup" but certainly the term "sugar syrup" can be applied to such a wide variety of materials as to actually describe nothing. Some people in Food and Drug are very earnest in their opinion that the term be abolished, and thus the statement I made at the beginning, namely that the term "liquid sugar" may disappear, takes on meaning—until then we may still speak of "liquid sugar", and many of us will unwittingly continue to do so for a long time to come. The interesting thing is that this name has taken on meaning in trade usage and no one is misled as to its meaning—just as the word "catsup" means a certain article to the public, yet in no way describes it.

Although "liquid sugar" has found rather limited acceptance in the Philadelphia area, its use in the New York area is quite widespread. But the limited use in Philadelphia is growing and I am sure that this infant will also reach maturity here. There is a feeling here that one is pioneering when one uses this product. This is far from the fact since very large quantities have been used throughout New York and New England for quite a few years. It is possible that the manufacturers in this area consider the disadvantages greater than the advantages, for there are both. Let us examine these advantages and disadvantages.

**1st—Price**—The cost of the sugar solids is generally lower in liquid sugar as compared with granulated sugar. This difference in price has varied through the years, and there is no guarantee as to what this difference will be or whether there always will be a difference in price. However, I do not think that one is gambling too much to assume that there will be some difference, since commerce is generally conducted on the basis that materials in bulk are lower in cost than packaged items. When considering price the refiner's haulage charge should be

added, which in the case of liquid sugar is somewhat higher than in the case of dry.

**Handling Problem**—The advantage lies with liquid sugar. A pump transfers it from the truck to the customer's tank. From the customer's tank it is either pumped or it flows by gravity to process. A pre-set meter at the process kettle assures uniform dosage in each batch.

Compare this with sugar handling in sacks. The truck is unloaded at the customer's warehouse floor—trucked to piles—then the piles are broken down and the sacks delivered to process via elevators and hand trucks or electric. Finally the bag is opened by hand and dumped by hand—with management hoping that the man on the job has brushed off the bag and not dumped outside dust and strings with the sugar. You, of course, as the owners and managers have already noted how much labor was involved in the last operation and conversely how little in the first. Thus far I have not mentioned broken bags with all that this implies in untidy appearance and loss of sugar, etc.

I will admit that the use of liquid sugar may also result at times in untidy appearance and loss of sugar. This is, however, rare indeed but has happened as follows. The customer had 1500 gallons of liquor in a 2000 gallon tank and through some mistake in his office a 2000 gallon load was ordered in. The tank truck driver connected his hose to the stand pipe and, from out the window eight floors up, was given the signal to pump away. Tank truck pumps are generally high speed pumps—you can imagine the rest—sugar liquor running down through eight floors!

Also there may be a leaking valve or gasket with the resulting sloppiness. This condition is very rare and simple maintenance takes care of it in quick time.

**Keeping quality**—Here the advantage lies with granulated sugar. Granulated sugar in a dry warehouse, protected from vermin and rodents should keep indefinitely, whereas liquid sugar is perishable. I venture to say that had a sack of granulated sugar been put in King Tutankhamen's tomb 3300 years ago, Carter would have found it intact on opening the vault. Since neither granulated nor liquid sugar is sterile and since it is self evident that an organism will thrive much more readily in and on a liquid than under absolutely dry conditions—it becomes axiomatic that dry sugar has better keeping quality than liquid sugar.

**Quality of the product**—Granulated sugar and liquid sugar can in most products be used interchangeably. There are cases in which some adjustments must be made in the formula and there are a few cases in which this product does not fit at all.

**Cost of operation**—Liquid sugar (and here I speak specifically of a sucrose syrup) may cause a somewhat higher operating cost. It contains approximately 32½% water, and since a candy manufacturer using dry sugar usually starts his batch with about 20% water, it is obviously going to require more steam to remove the excess 12½% water. If he normally starts with 25% water in his batch as the previous speaker suggested, he will have only 7½% excess water to remove. Not only will it require more steam but it will take longer to do the job. This excess of steam and kettle time to which must be added the operators excess time, all means increased cost in dollars and cents and possibly reduced production. There are products where the final density is close to that of liquid sugar, where this extra cost does not exist. This applies to marshmallow. There have been some installations where preheating the liquor in a heater or special pipe line brings the temperature to over 200° as it enters the kettle—and this can save kettle time.



Some manufacturers have attempted to cut this increased cost down by so-called "stuffing". They introduce in the kettle a predetermined quantity of liquid sugar and to it all granulated sugar so that the final mix contains the same ratio of sugar to water that they formerly used as dry sugar processors—for example 80 to 20. The calculation is simple—but the end result still is an increased processing cost. For this admixture of dry sugar to the liquid requires labor and may easily deteriorate into a messy operation. I have seen it done neatly and efficiently in an extremely large operation but a small one would likely suffer.

**Installation**—Here the liquid sugar suffers a staggering blow. For it requires an installation, and of course the dry sugar requires none. It is at this hazard that most plans are dropped.

Thus in setting up his comparison of costs the manufacturer should consider the following:

Dry Sugar	Liquid Sugar
Cost of dry sugar	Cost of liquid sugar solids
Cost of hauling	Cost of hauling (higher than dry)
Cost of handling dry sugar	Cost of operation of pumps and maintaining pumps, motors, pipe line, etc. For example, a pump for 20 gallons/min. will deliver 8500 lbs. sugar solids per hour with a less than 2 H. P. motor.
Warehousing	
Tearing down piles	
Carting through plant via handtrucks, electrics and elevators, etc. which may amount to 15c a bag and sometimes more	
Nothing on dry sugar	Interest on investment in installation. Amortization of installation
Nothing on dry sugar	Extra steam cost for evaporation of excess water. Extra labor waiting time Extra kettle time
Possible loss through breaking bags—loss in bags poorly emptied etc. may amount to 1/4 %	In ordinary operation—no loss

*But*—there is a big but. With liquid sugar one can only store the capacity of his tanks. Thus with a market move and opportunity to buy, and knowing that a price rise is in the offing, the liquid sugar user can store only the capacity of his tank. If he has room to store sacks—he will have to use them some day and he then should charge his dry sugar operation with interest on the investment and amortization of his liquid sugar installation—for the liquid sugar installation has more chance of deterioration when not in use than when it is in use.

Of course, in times of stress brought on by war scares—the manufacturer will store inventory ignoring costs within practical limits.

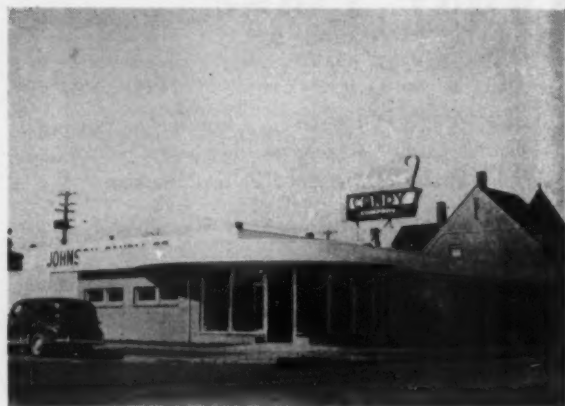
Up to this point I have only discussed the advantages and disadvantages of sucrose liquid sugar. There are other forms of liquid sugar, however, which may contain invert sugar. The invert sugar and sugar may be present in any ratio or the solids may practically be all invert sugar. Such syrups are generally produced at higher densities, and as such overcome some of the aforemen-

tioned disadvantages of lower density sucrose syrups. But not all candies can be made with invert syrups.

(Here Mr. Lang discussed equipment for installation of liquid sugar. These remarks appear in the CANDY EQUIPMENT PREVIEW of this issue, page 36... Ed.)

There are pitfalls in the use of liquid sugar—but generally they can be avoided by discussion with the technical men of the liquor suppliers before making an installation.

I have pointed out the advantages and disadvantages of liquid sugar. Each man must weigh them for himself. Evidently the scale has tipped in only one direction for in the New York area where I have had most of my experience, no manufacturer (to my knowledge) who has gone to liquid sugar ever returned to the use of dry.



The modern building shown here is a

## new Tacoma candy plant

Russel O. Johnson recently opened his handsome and ultra modern new candy manufacturing plant located at 924 South Kay Street, in Tacoma, Wash. Mr. Johnson is no newcomer in the candy business, having started his first candy making venture back in 1925 where he was located in his father's ice cream store, just one block south of his present site.

In 1927, he bought out his father's business and continued steadily expanding his wholesale outlets until it became obvious that he would have to find new and larger quarters to properly handle the growing business. Two years ago he purchased the corner property at South 10th and Kay Street and shortly thereafter started construction of a new and modern candy factory.

The new plant is of reinforced concrete construction, faced with Roman brick, comprising a full basement and main floor, measuring 150 feet long and 100 feet wide. The striking corner entrance leads directly into the attractive retail candy shop which is faced with an all-glass rounded front, while a huge, neon colored sign adorns the roof of the building. A large, richly appointed office for Mr. Johnson adjoins the retail shop, while a large, private customer parking area is provided on the rear corner of the lot.

About 90 per cent of the floor space is allocated to the candy manufacturing departments which are divided into three sections, separated by glass partitions. These comprise the candy mixing, coating, packaging and shipping departments. Polished hardwood floors, glass-brick windows, gleaming white walls and banks of ceiling



fluorescents, all go to make up a most attractive and spotlessly clean candy factory.

The most modern of candy making machinery has been installed in the new plant, including an automatic, chocolate dipping, coating and drying machine set up in the basement. Some twenty experienced candy makers, mostly women, are now busily employed in meeting the demand for Johnson's famous candies, now well known thruout the Northwest.

Despite the stiff competition in the candy punchboard business, Mr. Johnson has succeeded in expanding his markets into five Northwest states and as far south as northern California. With his beautiful, new retail store, he aims to build up a large retail business catering to top quality demand at prices that will assure a large volume of business. Since the plant is located in the center of the city in a thriving community business district, he feels certain that he will succeed in building up a large and profitable retail trade also, particularly since the retail shop is managed by his capable wife, Irene, who has been active in the family candy business from her school days.

Johnson believes that the rapidly growing population in the Northwest, together with the tremendous increase in the number of newly established business enterprises of all kinds with resultant job opportunities, assures a promising and profitable future for the candy business, both wholesale and retail.

## New Fair Trade Manual

Timed for release with the eleventh annual forum meeting of the American Fair Trade Council in New York City was a new book by that organization entitled "A Fair Trade Manual For Management". This manual is designed to answer practical questions on Fair Trade operation, also presenting in concise form the legal aspects as established by court decisions. Features are tabulated.

Panels of speakers during both the morning and afternoon sessions of the meeting discussed further aspects of fair trade.

E. B. Weiss, Director of Merchandising of Grey Advertising Agency, Inc., spoke during the morning session. He pointed out that three important retail developments are giving new and greater dimensions to fair trade. These are (1) the growing concentration of retail volume in the hands of a small group of giant retail organizations. Around 400 large retailers control over half the over-the-counter volume, while exactly 20 retailers took in no less than \$1 out of every \$5 spent for most general merchandise classifications. (2) The fundamental trend in retailing toward robot retailing, with self-service and self-selection. (3) The fundamental trend among most large retailers toward the development of their own controlled brands, brands which are today strongly advertised brands.

"The retailer, like any business man," he stated, "is interested in his net profit percentage. There would be little or no profit, and even actual loss in many, if not most, manufacturers' brands today, if giant retailers were free to price-football these brands. And let me point out that whereas small retailers may not be too much concerned about being price competitive, a large retailer simply will not be undersold. Therefore, no matter how honorable the intentions of a large retailer may be with

respect to manufacturers' brands, he will meet competitive prices—and if Fair Trade were not holding a restraining hand on competitive pricing there is little doubt that large-scale retailing would have marked the end of the manufacturer's advertised brand.

"As it is, the giant retailer owes his existence, his growth, and his net profit to the turnover velocity created for manufacturers' brand advertising—and to the guaranteed profits that accompany these brands as a result of Fair Trade. You can't have robot retailing unless you have pre-sold brands and that means advertised brands. You can't have retail profits unless you have maintained prices—and that means Fair Trade."

The afternoon panel consisted of groups from various industries, each composed of a manufacturer and a legal representative, presenting experience data on Fair Trade. While the confectionery industry was not represented on either panel, a spokesman for the Council told this reporter there was indication of growing interest among the candy people in Fair Trade. As evidence he pointed to the fact that the wholesalers of 5c and 10c candy bars in the State of New Jersey have signed for Fair Trade, and said such a trend seemed spreading. One large confectionery manufacturer is a member of the Council, with his nationally advertised candy sold completely in accordance with Fair Trade practices wherever such laws apply. A second manufacturer, also, is fair trading certain items of his candy products.

One of the legal members during the afternoon panel discussions warned that in order to avoid anti-trust violation it would be well to avoid agreements among groups, particularly he said against pricing between wholesalers and resellers. It was further pointed out that while contracts may be effective when signed by a wholesaler, in order to stand in court such franchise wholesalers should be authorized by the manufacturer.

Over and over through the panel members' reports was a repetition of the statement that Fair Trade represents the best interest of all concerned—the manufacturer, the wholesaler, the retailer, and the consumer.



Have a piece of candy?—asks pretty Marilyn McMahon at Carson, Pirie Scott and Company, Chicago, where she is helping to introduce candy by Blum's of San Francisco to Chicagoans. Her Dutch costume, resembles those worn by the girls on Blum's containers.





**Bowlby's Candies of Appleton, Wisconsin**, has recently opened a self service store offering the advantages of convenient shopping and quick service. With all goods packaged and plainly priced, customers can wander through the store and handle the merchandise, make their selection, and pay the cashier on the way out. Bowlby's offers a "daily special" every day with emphasis on quality at reduced cost. The grand opening was announced with a full page newspaper ad listing a varied line of home made and commercial candies at low prices. This super market style of merchandising candy has proven very successful according to Mr. Bowlby, who claims that sales have increased while overhead is lower due to less help.

• **Henry F. Eggert**, 84, former president of Original Allegretti, Chicago, died recently.

• **James K. Farley, Jr.**, founder and director of the Farley Manufacturing Co., Skokie, Ill. died recently. Mr. Farley was one of the leaders of the industry in Chicago for many years. His father started in the candy manufacturing business many years ago and was one of the directors and founders of the old National Candy Co. James K. Farley Jr. joined his father at that time. Later they withdrew from the National Candy Company and continued manufacturing under the name of Farley Candy Company. A son Preston, who has been associated with his father is now general manager of the company.

**DON'T PLAY A GUESSING GAME...**

... remember last year when you "guessed" the wrong things, the wrong sizes, the wrong colors and caused disappointment on Christmas morning.

This year give fresh, delicious, Jamestown made Betty Dixon Candy — the gift everyone will be happy to receive. And you'll be happy too, when you discover how easily, inexpensively and satisfactorily you can settle the gift question. Just bring in your gift list — we'll attend to details.

Besides the regular Betty Dixon pack we will have special holiday boxes and a wide variety of novelties to delight the children.

Regular Betty Dixon pack  
 1 lb. — \$1.10    3 lbs. — \$3.00  
 2 lb. — \$2.00    5 lbs. — \$5.00

**Betty Dixon Candy Shop**  
 105 West Third Street Phone 52-321

The Betty Dixon Candy Shop, 105 West Third St., Jamestown, N. Y., promoted its boxed candy as Christmas gifts through a newspaper ad emphasizing that candy has universal appeal and always is acceptable.

The ad carried a sketch of a Santa Claus and the suggestion: "Give Us Your Gift List."

## BOUND VOLUMES



### the complete 1950 edition of The Manufacturing Confectioner

Every year, complete sets of The MANUFACTURING CONFECTIONER are brought together to form a years library of production information that can not be obtained from any other printed source.

After filling the orders received in advance, there still remain a few sets of the 1950 edition, which are available for sale. Since the number of sets remaining is very limited, we suggest that you send in your order immediately.

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# COCONUT NEWS & PREVIEWS

By Charles B. de Maya  
Mgr. Franklin Baker Laboratories

and Max E. Ruehrmund  
Mgr. Franklin Baker Industrial Service Laboratory

## COCONUT SUPPLY CABLE

San Pablo, Philippine Islands—The coconut supply outlook for the year 1951 continues excellent. Monthly coconut exports from the Philippines maintain their unprecedented 1950 levels. Crop quality has been above average.

## COCONUT PRICES

Coconut prices are holding firm and no price changes are contemplated for the foreseeable future as Franklin Baker will continue its established policy of pricing on costs. No changes have been made in the Franklin Baker line since the price reduction in November on the famous Gem Brand Philippine Coconut.

## CREAMED COCONUT IN COCONUT BRITTLES

The use of Creamed Coconut in coconut brittle boosts the flavor level and gives real flavor distribution. Creamed Coconut also imparts a high gloss to the piece and improves over-all quality of your coconut brittle work.

## CHOCOLATE COCONUT CRUNCH

A piece with enthusiastic consumer acceptance is a blend of dark or milk chocolate and toasted coconut. For best appearance and eating qualities, Toasted Shred, or Toasted Nuggets, is recommended.

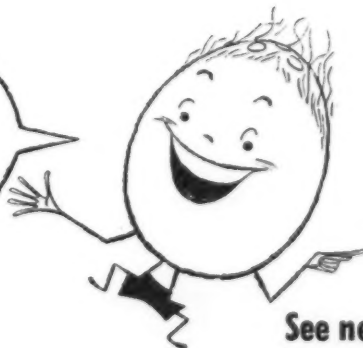
## BONBON FONDANT COATING

This coating, developed by Franklin Baker, and now acclaimed by confectioners, has many desirable characteristics. For example, it controls sweetness of the coating, increases the coconut flavor level, and retards drying-out of the Bonbon.

## FURTHER DEVELOPMENTS IN COCONUT DRIERS

It was recently announced that Franklin Baker had made important new strides in coconut manufacturing processes—particularly in coconut driers. New installations have been completed and new handling methods developed. The result—even better moisture control in Baker's Coconut. For further information on this important factor in coconut, see the next page.

HOW MUCH  
DO YOU KNOW ABOUT  
COCONUT MOISTURE  
CONTENT?



See next page



# CORRECT MOISTURE CONTENT...AIDS YOUR COCONUT CANDY MANUFACTURE

## Constant Lab Checks Insure Your Coconut Quality

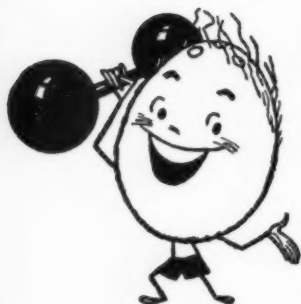
Moisture is both the friend and foe of coconut.

In the proper amount, it enhances the rich, true flavor of fine coconut. But an excessive amount causes coconut to spoil—makes it mold, turn yellow faster, or increases the fatty acid content and gives it an unpleasant "soapy" taste.

Maintaining the proper moisture content in coconut is not the problem of the candy manufacturer—but one of the coconut processor. However, as a candymaker, your quality control and sales success depends on your knowing all you can about the control of moisture in coconut processing.

Your coconut candies can be no better than the coconut you use.

### Proper Processing Takes Over Where Nature Leaves Off



Immature coconuts contain a high percentage of moisture. Then—as they near maturity, nature sees to it that the oils they contain are increased and strengthened, the meat forms, and the moisture decreases.

The result: fully, tree-ripened nuts which offer the ultimate in fine coconut flavor.

The prime objective in processing is to convert coconut into a usable form without impairing its fine original flavor and quality. Coconut must be picked at the height of maturity—and must move steadily and swiftly through processing, once opened and exposed to the atmosphere.

No sort of delay should be allowed which might cause deterioration—loss of flavor or the development of free fatty acid.

### Laboratory Must Keep Constant Check



Expert Franklin Baker laboratory personnel guards coconut quality from tree to package.

The coconuts themselves must be culled, sampled, and rejected whenever necessary. Moisture tests must begin with the washing of the nuts after they are opened. To prevent an excessive amount of water from being carried with the nuts into

the shredder, special conveyors should allow them to drain properly as they move along.

Once out of the shredder, the coconuts must pass into a regulated drier, be subjected to a correct high heat and then passed through five stages of graduated, diminishing heats until a proper moisture level is reached—a level which seals in the original, tree-ripened flavor of the coconut.

Then, and only then, does moisture become a friend of processed coconut—keeping it protected and safe.

### This Is The Franklin Baker Way

In describing the *ideal* processing method above, we've described the Franklin Baker method.

Our laboratory in San Pablo, Philippine Islands, keeps *more* than an adequate and constant check on our coconut processing. Our moisture tests are made on the spot, along every step of the way, with a special Franklin Baker Moisture Meter. Moisture content can be determined within two minutes' time. Quick changes can then be made promptly when necessary—instead of long after large amounts of improperly processed coconut have been bagged.

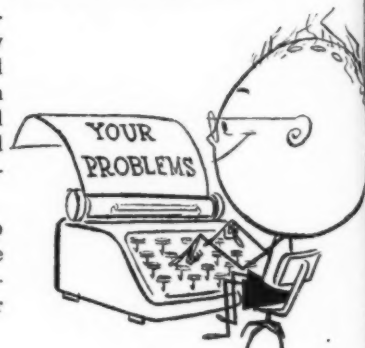
Baker's Gem Coconut is the best protected of all brands. Proper moisture content allows quality packing in our specially designed moisture-proof bags—another Franklin Baker "first." And the coconut you order comes to you in perfect condition—ready for fast, efficient use, and ready sales.



### Your Problems Are Our Business!

Having production difficulties? Starting new pieces? Improving old ones? The Franklin Baker Laboratory and our scientifically trained experts are at your service—free!

We're anxious to help you. Just call or write Franklin Baker, Hoboken, New Jersey, for information.



HEADQUARTERS FOR COCONUT, FRANKLIN BAKER DIVISION, GENERAL FOODS CORP., HOBOKEN, N. J.

A type of coconut for every confectionery need. Complete line includes the following famous brands:

Gem Philippine Coconut (10 varieties)

Tender-Fresh Coconut (4 varieties)

Golden Toasted Coconut (4 varieties)

Baker's Creamed Coconut (2 varieties)



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# Confectioners' Briefs



Alistair Semple

H. R. Barry

• Lamont Corliss & Co., New York has appointed H. R. Barry sales promotion manager, and Alistair Semple has been made product sales manager of Nestle Chocolate Bars, it was announced today by Donald Cady, Lamont Corliss' Vice President. Mr. Barry, who has been with the company since 1937, was formerly product sales manager of Nestle Chocolate Bars and, earlier, was with the AnSCO Company. Mr. Semple has been with Lamont Corliss since 1940 and was formerly assistant to Mr. Barry.

• Chase Candy Company of St. Louis is celebrating the firm's Diamond Jubilee Year in 1951. At two sales meetings at the Chase plants in St. Louis, Mo., and San Jose, Calif., this month. W. A. Yantis, president and director of sales, unveiled the sales plans.

Mr. Yantis was in charge of the St. Louis meeting, assisted by Vice-President Homer Rothleitner, Sales Manager E. J. Reed and three district managers—Wm. Kelly, Harold Murphy, and S. E. French. Jesse Greenwell, food stores merchandise manager, and Tom Neylon, vending sales manager, also participated.

At San Jose, F. M. Yantis, first vice-president, was in charge, assisted by Lowell Tjaden, vice-president, and George Cavannah, field supervisor.

Smith H. Cady, Jr., merchandising manager of the company, presented the Chase "Diamond Jubilee" advertising and promotional program at both meetings.

Samples of the 1951 Chase line was shown by Vice-president G. D. Belcher, production chief at St. Louis, and Jack Walsh, in charge of production at San Jose.

Ralph Wenger, chairman of the board, Royal Ravenscroft, secretary, and F. S. Yantis, treasurer, and other chief executives of the company who took



Using EXACT WEIGHT Scales to weigh 9 ounce packages of Lemon Peel. Joe Franklin Myers Industries, Dallas, Texas.

## Checkweighing the Fractional Package

The fractional package (a breakdown of the standard package into two, three or more units of use for convenience to the user . . . preserving freshness of the unused product . . . and increasing sales volume for processors) requires a higher degree of weight accuracy than larger units. The reason? Units are smaller and fraction-ounce weights are present. If your present scales do not meet such specifications weights will not be accurate. The test is absolute accuracy with speed of operation added. Only EXACT WEIGHT Scales with fraction-ounce dial markings will assure the results demanded in fractional unit packaging. In fully automatic operation when counting is practiced sound check-weighing protects you against the underweight container. Write for details to fit your needs.



EXACT WEIGHT Scale Model #706 for table operation for piece goods packaging and checkweighing. End tower design with dial in direct line for easy vision in production line checkweighing. Dial 8 ozs. over and underweight by 1 oz. graduations. High speed due to short platter fall. Capacity to 27 lbs.

## EXACT WEIGHT SCALES

*Industrial Precision*

THE EXACT WEIGHT SCALE COMPANY

912 W. Fifth Ave., Columbus 8, Ohio  
2920 Bloor St., W., Toronto 18, Canada



# It will pay you to investigate B-2455 WHEAT STARCH FOR GUM CANDIES



Clear, tender gums that melt in mouth—yours when you use General Mills new modified B-2455 Wheat Starch!

B-2455 is ideally suited for gum candies. Satisfied users report easy handling of the starch, increased yields up to 4%, exceptional tenderness, high clarity, longer shelf life, no sweat tendency, and smaller amounts of flavoring materials needed with B-2455. These advantages are due to B-2455's high water absorption and retention capacity, and because it has no cereal taste or odor. B-2455 Wheat Starch is highly purified and modified. It is *thin-boiling*!

For caramels, nougats—use General Mills Paygel Wheat Starch (formerly A-22). Costs less than imported root starches—gives you superior products with less trouble. Chemically modified and highly purified, Paygel is a *thick-boiling* starch produced under rigid laboratory controls.

**FREE SAMPLES** of Paygel and B-2455 wheat starches are available—without obligation. We invite you to write or wire—

**General Mills, Inc.** *Special Commodities Division*

400 2nd Ave. So.  
Minneapolis 1, Minn.

208 So. LaSalle St.  
Chicago 4, Ill.

Room 2701, 80 Broad St.  
New York 4, N. Y.

an active part in the St. Louis session.

The Chase sales force consists of 49 men, covering the entire United States. They are grouped in five divisions—Eastern, Central, Southern, St. Louis, and Western.

• **Blum's of San Francisco**, in less than two months, has opened 500 outlets for its products in Chicago. President Fred Levy of the organization announced today. Chicago is the most competitive market in the candy industry, Levy said.

By March 1, Levy said, Blum's expects to have approximately 1,000 outlets in the Chicago metropolitan area as the firm's first major step toward effecting broad national retail distribution for its candies. Heretofore Blum's products had been available outside San Francisco largely by mail order.

Chicago was selected as the first city outside of San Francisco in which to offer the concern's products at retail, Levy said, because competitive conditions here will probably be more severe than in any other city.

"Since approximately 70 percent of all candy made in America is made in Chicago, and since Chicagoans in general find a greater variety of candies available to them than people in other cities," Levy pointed out, "Blum's expects that the experience it gains in introducing its products here will be applicable to almost any general competitive situation it might encounter in other cities."

Until two months ago this 100 year-old candy organization had maintained only one retail outlet in the city of Chicago.

• **Walter Richmond**, formerly superintendent of Riggi Candy Co. Chicago, is now associated with Shotwell Mfg. Co.



**UNIVERSAL MATCH CORPORATION**, which operates Shutter Candy Division, was awarded a plaque and the Community Chest "Oscar" by the National Automatic Merchandising Association at the N.A.M.A. convention last November. Universal provided over six million book matches publicizing the Community Chest Campaign for distribution through vending machines.





# *Candy Equipment*

## P R E V I E W

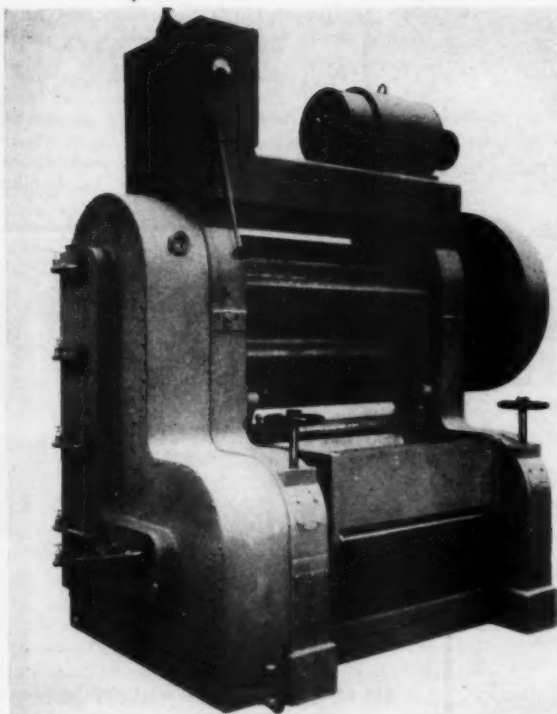


THIS SECTION APPEARS QUARTERLY IN THE MANUFACTURING CONFECTIONER

**SMOOTHER, FASTER, ECONOMICAL  
PRODUCTION WITH THIS NEW**

## **BUHLER** HIGH SPEED MILL

Latest Engineering Development  
in a Superior 5-Roll Refiner



- High working pressures
- Greater production capacity
- Fine grinding
- Exclusive roll design for uniform cooling, high speeds, high wear-resistance
- Heavy-duty roller bearings
- Gears in oil-tight casing
- Parts operating in lubricating media sealed off to insure product purity
- Special safety device to eliminate breakage risks

If you are planning now for future installations, a telephone call or a note will bring full details and delivery information.

**BUHLER**  
BROTHERS, INC.



ENGINEERS FOR INDUSTRY SINCE 1860

611 WEST 43rd STREET  
NEW YORK 18, NEW YORK



# MAKE 1951 YOUR YEAR OF PROGRESS AND IMPROVEMENT

Buy **NATIONAL EQUIPMENT**  
Greater Profits — Dependable Performance

## NATIONAL EQUIPMENT COSTS YOU NOTHING

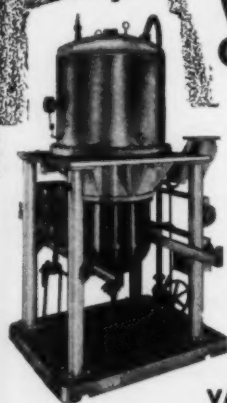
Machines pay for themselves  
in a few years by . . .

1. Cutting your labor costs up to 50%, and more, through greatly increased production with the same labor costs and floor space.
2. Elimination of great losses in scrap and through breakdowns of old, outmoded machines.
3. After the machines have paid for themselves and returned your investment, they continue to pay a substantial bonus or profit each year by continuing the above savings.
4. An additional bonus, starting immediately, is the increased sales and prestige due to the improved quality of your products.

**WE ARE STILL ABLE TO MAINTAIN  
OUR NORMAL DELIVERY SCHEDULE**

*Act Now*

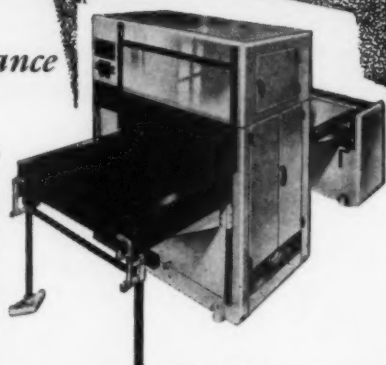
WRITE TODAY OR WIRE COLLECT



*New NATIONAL*  
**HIGH SPEED  
HI-GLOSS  
CONTINUOUS  
HARD CANDY  
VACUUM COOKER**

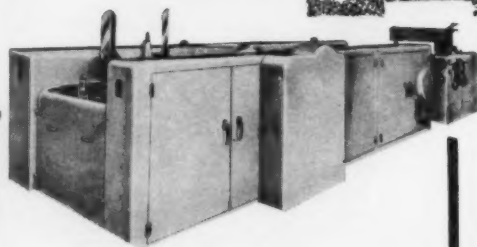
600 to 2500 lbs. hourly production of the finest, clearest, driest and glossiest quality hard candy. Extra large coil cooking area assures the use of a lower steam pressure. Results in hard candy with a smoother texture. Steam usage is cut to a fraction.

All quotations, delivery dates, etc. are subject to change without notice due to present conditions.



*New NATIONAL "Cleanlined" SANITARY*  
**HIGH GLOSS Enrober**

Produces highest gloss chocolate coating at lowest production costs. Easy and immediate accessibility for cleaning. Adjustable Blower nozzle is designed for air to flow in at any angle and at any velocity desired. Variable speed drive controls flow of chocolate of various viscosities.



**ALL NEW • ALL-STEEL • HEAVY DUTY  
NATIONAL MOGUL MODEL M-100**

Precision built to the highest engineering standards. Operates at higher speeds, smoothly and with better quality moulding. National's Mogul is streamlined and heavy-duty built and its greatest superiority lies in its AMAZING PERFORMANCE.

# NATIONAL EQUIPMENT CORPORATION

153-157 CROSBY STREET

NEW YORK 12, N. Y.



# Equipment for Liquid Sugar Installation

IRA PARNES, Supervisor of Sales for Refined Syrups & Sugars, Inc., gave this talk before the Philadelphia chapter of the A. A. C. T. in November.

**L**IQUID SUGAR dates back to 1926 when a group of my associates, who formed Refined Sugars & Syrups, began to produce liquid sugar. In the beginning, only invert and a limited amount of sucrose was offered to the trade and, the reason for this, is that the specifications did not meet the needs of the industrial user. A better quality of sucrose was made available a few years later. I might tell you that we are responsible for a lot of mistakes and there was no place to acquire the know-how for a better keeping-quality and acceptance of liquid sugar as an ingredient in the candy and food industries. Manufacturing methods were not available and as we acquired a further knowledge of the characteristics and uses of liquid sugar, our customers kept pace with us and we were constantly called upon to improve the quality of liquid sugar to meet the specifications that were set by the industry.

Today, liquid sugar is an accepted product in all branches of the food industry where it can be used. There are very few instances where liquid sugar will not be of service to the manufacturer.

Liquid sugar is essentially a saturated solution of sugar and water and is available in either the sucrose or invert grades. The percentage of invert can be varied to a particular customer's needs by blending. In the candy industry, the invert is used as a balancer and usually as a small percentage of the total sugar used. Therefore, the sucrose grades become of prime importance.

Sucrose syrup is usually shipped at approximately 67 brix or solids. This means that 100 pounds of liquid sugar is 67 pounds solid and 33 pounds water—approximately 2 to 1. The "Rule of Thumb" in the manufacture of candy where granulated sugar has been used is a formula of approximately 25 pounds of sugar to one gallon of water. This yields about 73 to 75 brix. You will note that a saturated sucrose solution, at room temperature, contains about 67% sugar solids. So, it is necessary to boil the difference between 67 brix and 75 brix if you are starting out with granulated sugar. We recognized this problem and recommended the use of a pre-heater, heating the syrup to approximately 200° in the course of delivering the syrup to the kettle. We also recommended immersion coils installed in kettles for the purpose of speeding up the cooking. Thomas Burkhard, a kettlesmith in Brooklyn, has installed many of these coils and they are doing a beautiful job. Actual plant tests demonstrated that hard candy batches that cook in 18 minutes with dry sugar were cut down to a 16-minute cycle by the use of liquid sugar and as a result increased rate of production was possible per working day.

Liquid sugar is bought principally because of sanitation, ease of handling, labor elimination and, of course, cash saving on a solids basis. This saving is passed on to the customer and as a result, the bulk delivery in either tank car or tank truck effects a cost lower than granulated sugar.

In the early days of liquid sugar, we were not aware of the problems and importance of equipment. The

size of pipe lines, the shape of the tanks, etc. were not taken into account. We have learned since, however, that equipment does play an important part. For this reason, we have organized a separate department whose function it is to do a strictly sales engineering job to recommend to our customers the type of equipment that is required to suit their needs. Our engineering department recommends cylindrical tanks with dished-head tops and bottoms, sterile lamps and other added devices. They also recommend, wherever possible, a two-tank system if the volume of liquid sugar warrants it. The object is to keep liquid sugar fresh and uniform. After one storage tank is emptied, a customer would turn to the other tank and then order another delivery for the empty one. By doing this, the customer is always in a position to use a uniform liquid sugar product.

For many years we have used a special tropelite lining for coating the inside of the tank. Outside engineers would coat these tanks with two or three coats of tropelite. Our engineers have made a study of this and as a result, if we had to use tropelite, the inside of the tank would have to be sand-blasted and the seams ground smooth so that the tropelite would adhere to the inside of the tank. We would then coat the bottom of these tanks with at least four coats of tropelite and coat the upper part of the tank with at least six coats. This procedure gives the inside of the tank a longer life.

As with any other enamel, tropelite coating has a lifespan of three to five years. We sought a more permanent lining and adopted lithcote, an inert resin, which has to be baked on at a high temperature. From our experience, we have found that this lithcote coating lasts almost indefinitely. We have installed lithcote lined tanks for some of our customers as far back as twelve years ago and periodically, we examine them and find that they are as good as new. So, therefore, wherever possible, we recommend lithcote line storage tanks.

Of course, lithcote lined tanks are 50% more than ordinary steel tropelite lined tanks. We have also installed a number of stainless steel storage tanks. There is no question that the stainless steel storage tank is the most lasting, but they are very expensive. It depends on whether or not our customer wants to obligate himself to spend this kind of money. The cheapest stainless steel 3,200-gallon storage tank that we know of is between \$2,300 and \$2,600. This is only the tank itself. A complete two-unit installation of this sort would cost about \$6,500 to \$7,000. A lithcote two-unit installation would cost about \$4,000 to \$4,500. And a tropelite coated two-unit installation would cost about \$3,000 to \$3,500.

The pumping equipment should be of sufficient size to produce a satisfactory flow rate under maximum demand conditions. Positive displacement low R.P.M. pumps such as those manufactured by Yale and Towne, Bump Pump Co., Foster and others prove satisfactory. Pumps not having internal relief valves should be installed with a relief valve in a bypass around the pump. It is also good policy to protect the pump by the installation of a basket type strainer in the suction side. The pump is normally automatically controlled by a pressuretrol installed in the discharge line of the pump in series with a low-level cut-off element located in the storage tank.

The pipe is normally made of galvanized iron graded



so that the entire system can be drained and cleaned with a minimum of effort. A galvanized air tank with necessary openings is normally installed in the discharge side of the pump at the high point of the system for the purpose of collecting air and providing automatic control of the pump by means of a pressure control located in the top of the tank. Lubricated iron plug valves of the quick acting  $\frac{1}{4}$  turn type are recommended throughout the system. Stainless tube and valves may be used throughout the system, should stainless tanks be desired. The cost of a complete stainless system is usually prohibitive.

Meters, as manufactured by Smith Meter Company or Neptune Meter Company, etc., are considered satisfactory for measuring the quantity of sugar for a given kettle or mixing tank. These meters can be calibrated to less than 1% accuracy, the error being consistent. Weight tanks are, of course, quite accurate but are considerably more expensive, require more space and present more of an installation problem.

Measuring devices may be eliminated entirely in cases where close measurement is not required by calibrating the receiving container.

Necessary power and control wiring must be provided for the pump(s), pump controls, ventilating blower(s) and germicidal lamps. Pump control stations or warning devices can be placed at strategic locations in the plant.

Very little maintenance is required in this type of equipment. The tanks should be inspected and washed out twice yearly or periodically commensurate with other plant cleaning activities. The tanks should be washed out with hot water or steam, depending upon the type of lining used and thoroughly dried prior to filling with liquid sugar.

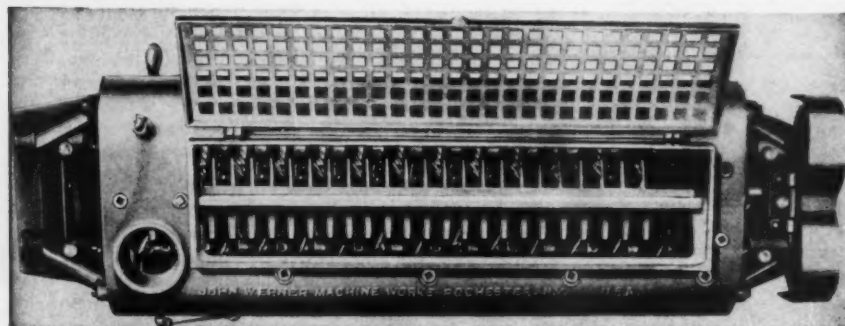
Should a system be shut down for an extended period of time, it is advisable to leave the lines full of liquid sugar until just prior to resuming full operations. The tanks can then be drained, washed or steamed and immediately refilled. Tanks requiring sterilization that cannot be steamed because of adverse effect on the lining can be sterilized by use of certain chemicals available for that purpose.

Tanks, pipe, fittings, etc., should be painted on the outside as necessary. Strainers should be inspected and cleaned twice yearly or as needed. Plug valves should be lubricated as necessary. All pipe, fittings, meters, controls, etc., should receive periodic inspection.

One person should be placed in charge of the operation and inspection of the complete system. This person should have the responsibility of draining and filling the storage tanks in a systematic manner and have a thorough knowledge of the piping and valve arrangement.

In my experience, I have learned that selling liquid sugar is not the same as selling dry sugar. You've got to do a lot of service work before you see any results.

The first procedure is when a food manufacturer, who uses sugar, is desirous of converting from dry to liquid sugar. A company man calls on him and, then, arranges for the engineer to come down and make a survey. After the survey is made, a drawing, blueprint, and estimate are submitted to the manufacturer who then studies it from different angles. In many cases, today, the customer accepts the bid and estimate and orders out the installation of the equipment. After the equipment is installed, our engineer as well as one of our service men goes out to make sure that the equipment is properly finished and that the interior of the tank is in good condition and properly washed. He then, calls the refinery and orders out a delivery of liquid sugar.



Inside view 50" Snow Flake Cream Beater, with baffles, open top and water jacket.

## The Snow Flake Cream Beater is a **MUST**

The Beaters running between diagonal baffle plates assimilate all ingredients, aerating and whitening the Fondant.

Years of experience have proved and verified our claim that the Snow Flake Cream Beater is engineered to handle fondant with corn syrup better and faster, with the desired result at its maximum.

Make your next installation a Peerless Syrup Cooler and Snow Flake Cream Beater.

**"When your formula" includes corn syrup!**

**For smooth, white fondant that is uniformly tender**

**Peerless Fondant Coolers:**  
Werner Rapid Cooker & Cooler for syrups, blends etc.  
**Peerless Chocolate Kettles**  
**Fondant Re-Melters:**  
Marsh-Mallow Beaters, Single and Double Action  
Duplex Fondant Beater and Cooler, open style for Laboratory and retail use  
Little Wonder Chocolate Kettles, for Laboratory and retail use  
Little Wonder Sucker Machine, operated, for Laboratory and Retail use  
**Depositors:**  
Automatic Depositors and Printers  
The Boardless Automatic Depositor, printer and cleaner, without the use of starch trays

# JOHN WERNER & SONS, INC.

713-729 Lake Avenue

Rochester 13, N. Y.



# Speed YOUR PRODUCTION with a GREER COATER



*\*The new GLOSSMASTER Coater and Tunnel are setting new standards for production and sanitation.*

New ideas, making possible a basic new concept of efficiency, permit the GLOSSMASTER design of the famous GREER Coaters to bring Confectioners the greatest improvement in chocolate enrobing machines in years.

Now in use by leading chocolate manufacturers throughout the world, they meet rigid requirements for sanitation, speed of production, precision of coating and economy of operation, as they set new standards for high gloss, long shelf life and low cost per pound.

Girls can easily operate them and prices are low, so that the smallest confectioner can afford them. Installed over a week end, if necessary, a new coater can be in operation for your peak production season.

Write today for Coater bulletin 6A-MC.

**GREER**

**J. W. GREER COMPANY**

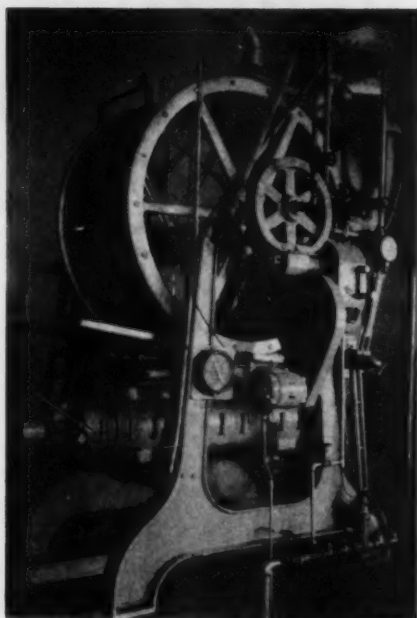
127 WINDSOR STREET, CAMBRIDGE 39, MASS.

**BRAMIGK & CO., Ltd.**  
LONDON, ENGLAND



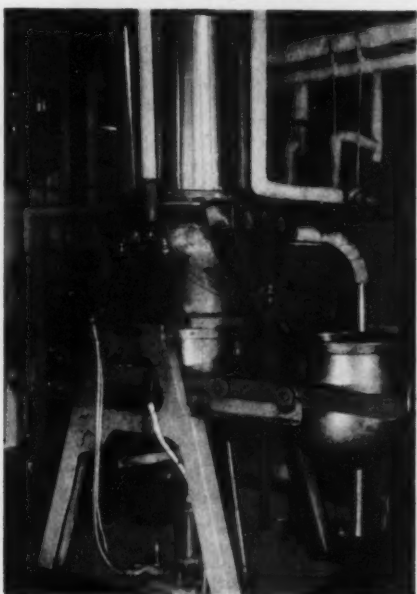
## Hohberger Manufacturing Company

Chicago, Ill.



**HOHBERGER CONTINUOUS  
CREAM MACHINE**

Continuously Cooks, Cools, and Creams up to 2,000 pounds of firm, smooth, white fondant per hour.



**HOHBERGER CONTINUOUS  
HARD CANDY COOKER**

Capacity up to 2,000 pounds of fine, clear, dry hard candy per hour. Equipped with hydraulic lift and "Final Cook" Temperature indicator.

**JOHN SHEFFMAN, INC.**

152 West 42nd St.  
New York 18, N.Y.

A service man goes with the delivery, supervises the unloading of the syrup and instructs the user in the operation of the equipment and also helps him to convert liquid sugar into dry solids. The customer is again visited when the next delivery is made to make sure that he understands the mechanics of handling liquid sugar.

The keeping-quality of the syrup in a customer's storage tank is very important. To start with, the installation must be put in the proper place. In the early pioneering of liquid sugar, we would install equipment on the roof or any other place even though it was not under ideal conditions. As a result, we had many problems with condensation. Today, when installing equipment, we make sure that the place in which the equipment is to be installed is an ideal place for the keeping-quality of liquid sugar. As a result, we can maintain syrup, today, at a constant uniform temperature.

*LOUIS LANG, who appeared on the same panel, had the following to say about equipment. His talk appears on page 23 of this issue.*

Assuming now that you have decided to use liquid sugar. What about the installation?

The tank may be glass lined, stainless steel, stainless clad steel, or plain iron which is coated with some material permissible in contact with food stuffs.

The glass lined tank is glass lined until the first wrench is dropped into it. The stainless steel tank although expensive is the job for your children's children. The iron tank must be lined and although the first cost is low, it does require relining from time to time—and this work is fairly costly. Many a liquid sugar user in the New York area wishes today that he had made the plunge and installed stainless in the beginning. If it is desired to steam a tank, only the stainless steel tank can be steamed safely. The lining on the iron tank may be ruined with steam and to my knowledge has been ruined by washing with Javel water.

The tanks must be well ventilated at the top. Changing temperatures bring on "sweating" at the top with reduction of density in the uppermost layer. Since liquid sugar (and dry sugar) is not sterile, this low density area offers a fine medium for the growth of micro organisms. For this reason, we must have well ventilated tanks. If the ventilation is good the tank top will be dry. This ventilation may be achieved in a number of ways. One may use large screened ventilators or the tank may be completely enclosed with a continuously operating suction fan on one end and an appropriate open pipe on the other end. To this pipe is attached a glass wool filter to clean the air that is drawn in. These glass wool filters are replaceable and are very inexpensive.

If sucrose syrups are used, then the piping to and from the tank may be galvanized iron—but if invert syrups are employed, the piping must be of a metal that will withstand the lower pH of invert syrups.

The tank should be in a dust free area which is maintained at moderate temperature in the cold months.

If a meter is used for dispensing to process—it should be checked regularly. The check is very, very simple. Using a platform scale, one weighs a fifty gallon drum or barrel empty—then after running 40 or 45 gallons by meter into the drum, the filled drum is weighed. Simple calculation using 11.1 lb. for the weight of a gallon of #1 or #2 sugar liquor will give the true number of gallons within 2/10 of 1%. If the exact density of the syrup used is known, then the determination is more exact.





BELGIUM

# 5 ROLL REFINER H.M.S.

## Installations

In Successful Operation in Chocolate Plants in the United States and throughout the World—

## Performance

A Smoother Chocolate

Refines to the Greatest Fineness Ever Obtained

Utmost Uniformity

Maximum, Uninterrupted Output

Greatest Ease of Operation

Perfect Control

## Service

A complete stock of rolls, gears and bearings always on hand and service by an American engineering and manufacturing firm at your command at all times.



Investigate the superior technical and production line features of the World Famous H.M.S. 5 Roll Refiner  
Orders Accepted for Early Delivery  
Exclusive Representatives in the United States and Canada

BELGIUM

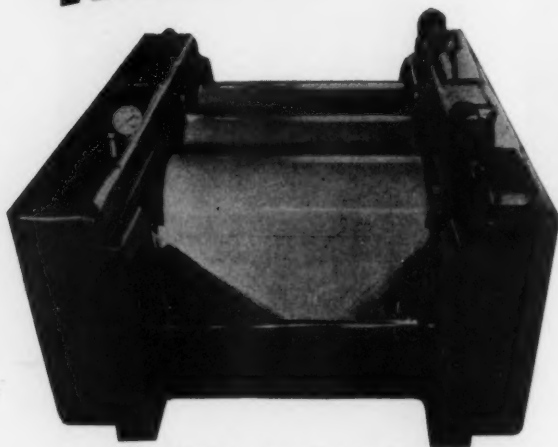


Known in the Chocolate Industry for over a quarter of a Century as the Manufacturers of the Widely Used Bramley Mill





# "ROLLERFLO"



"ROLLERFLO"—Streamlined 3-Roll Mill  
Push Button Hydraulic Pressure Controls.

## ★ THE MILL OF TOMORROW

- Built to do your job
- Positive Product Control
- Increased Production
- Eliminates the human element in setting mills.
- Separate Controls for Front and Back Rolls.
- No Pumps or Accumulators

Rollerflo offers you all of this and takes the guess out of your grinding job.

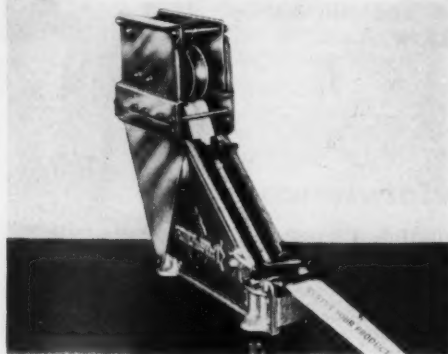
Test runs can be made on your products. Call or write for appointment.

## DISPERSION EQUIPMENT SALES CO.

53 W. Jackson Blvd. Chicago 4, Ill.

## What's New in Candy Equipment

The products described help keep you up-to-date on new confectionery equipment, materials of all types. The items below are coded for your convenience. For any further information, write to THE MANUFACTURING CONFECTIONER, 9 S. Clinton St., Chicago 6, Ill. Use the coupon on next page.



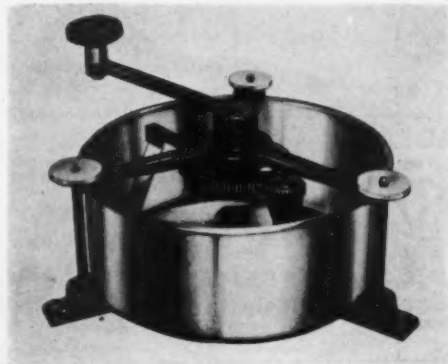
### Tape Printing Attachment for Code Dating, Name Marking and Advertising

This new equipment is being used to identify those containers which are sealed with tape. The identification may consist of a code date, a combination of code date and name, the name and address of the company, or an advertising medium.

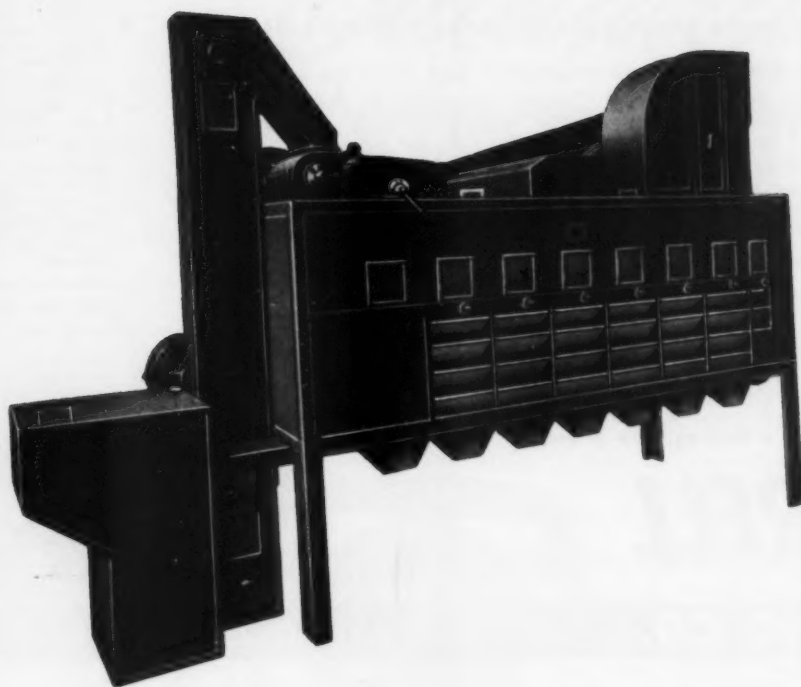
These machines have new features such as instantly removable marking wheel for changing the code or message, instantly changeable ink wheel so that different colors may be used for different messages, and extra marking wheels and ink wheels may be carried on hand for various reasons in connection with the user's requirements. Code M1A51.

### New Utility Mixer

Laboratory investigation of materials and mixtures often requires the preparation of experimental batches. Such samples can be thoroughly and quickly mixed with this new utility mixer. The chief advantages claimed for this new mixer are durability, simplicity of construction and operation, large enough to permit the mixing of adequate samples, thorough mixing in a short time, and ease of cleaning. It is hand-operated and has a stainless steel mixing bowl twelve inches in diameter and five and one-half inches high. The mixing unit







## HUSKING & WINNOWING MACHINE ECM/7

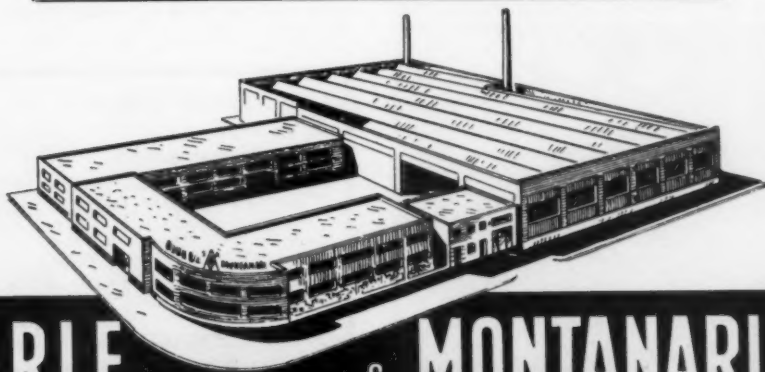
Metallic construction

Hourly output 1000 lbs.

Nibs completely free from husks

*Prompt delivery assured*

*Your inquiries will receive our immediate attention*



**Founded**

**Since 1907**

**S.A. CARLE**

**&**

**MONTANARI**

**MILANO - ITALY**

**USA REPRESENTATIVE: C. A. MASCHERIN—6 West 77th Street, New York 24, N. Y., SCHuyler 4-1305**

*for January, 1951*

*page 39*



# ★ PLASTICOAT BELTING!

## BURRELL'S NEWEST STAR

**a product of 37 years experience in confectionery belting**

The Burrell Belting Co. research engineers have spent the past five years developing Burrell Plasticoat Cooling Tunnel Belt or Plaque.

**THE RESULT:** A single texture plasticoat heavy duty belt or plaque for faster cooling, brighter bottoms, and longer wear.

A very thin plasticoat plaque for mirror finish bottoms coupled with a tough, long wearing coating.

Our engineers will be glad to help you with any belting problems you may have. Or . . . if you wish . . . write, call, or wire for recommendations how **Burrell's better belting** can maximize your production efficiency.

*If It's Belting, We Have It*

# BURRELL



## BELTING CO.

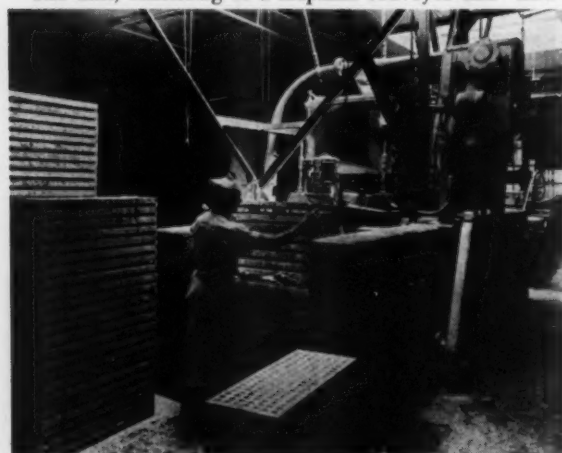
7501 NORTH ST. LOUIS AVE., SKOKIE, ILLINOIS

consists of a revolving arm with a scraper at one end for removing the material from the wall of the bowl. At the other end of the pinion is a mixing paddle that rotates on its own axis as it travels around the bowl. The complete mixing unit is easily removable from bowl for cleaning. Three clamps secure the mixer to a table for the mixing operation. One mixing bowl is supplied, but additional bowls can be had if desired. *Code M1D51.*

### Shellenberger's Inc. Installs New Enclosed Conveyor and Sifter

A new completely enclosed conveyor and sifter combination has been installed at Shellenberger's, Incorporated, Philadelphia, Pennsylvania, to speed sifting operations.

The unit, consisting of a Hapman conveyor and "Low-



Head" sifter, is being used for continuous cleaning of candy molding starch. Previously a starch sifter was employed in this operation.

The conveyor removes the starch from the mogul, elevates and discharges it into the "Low-Head" sifter which separates chips of candy tailings and other foreign material from the starch. After passing through the tiny openings in the wire screen, the cleaned starch flows from the bottom openings in the sifter through flexible tubes into the mogul.

While 22-mesh screens are used in the "Low-Head" sifter installed at the Shellenberger plant, coarse, medium and fine mesh screens can be used. Meshes commonly employed vary from 18 to as fine as 66 mesh. The amount of starch cleaned per hour varies with the mesh used and the physical characteristics of the starch. *Code M1B51.*

### Starch Trays

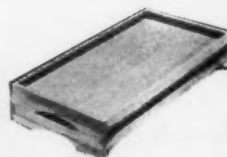
- **At their best!**
- **At lowest prices!**

Masonite and Solid Wood Tongue and Grooved Glued Bottoms  
Nailed—Cement Coated Drive  
Screws—Lock Corner and Water-  
proof Glued Hard and Soft Woods

also: Dipping Boards—Starch Tray Dollies  
Pan Room Trays—Wire Bottom Trays  
Mould Boards

And All Other Affiliated Wood Products

Ask for **FREE Sample—and quotation**



### BAYWOOD MFG. CO., INC.

11-13 Sterling Pl.

Brooklyn 17, N.Y.

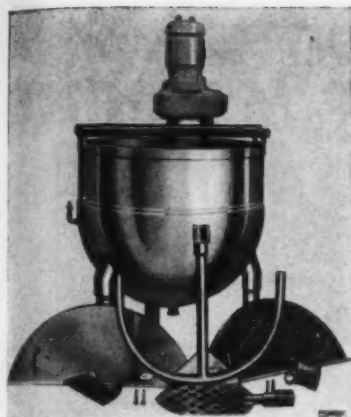
NE 8-9832



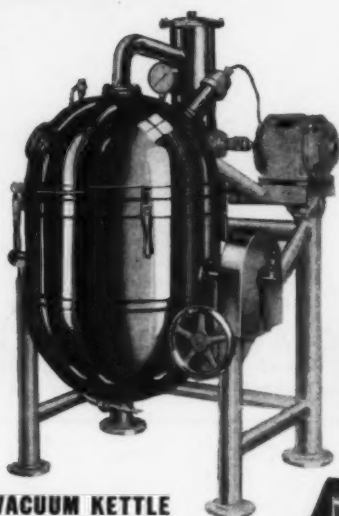
# Choose candy plant equipment

that is *Outstanding*

for its **SANITARY EFFICIENCY**



**Model TA**  
**Twin Shaft**  
**AGITATOR**



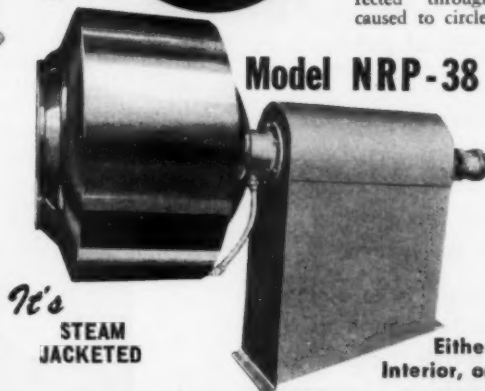
**Model**  
**DVA**

**TILTING VACUUM KETTLE**

**Model AED—Electric**  
**DOWTHERM**  
**Model AHD—Gas**  
**HI-TEMP.**  
**KETTLES**



**Model RA**  
**Single Shaft**  
**AGITATOR**

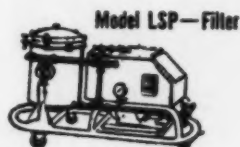


**Model NRP-38**

**STEAM**  
**JACKETED**

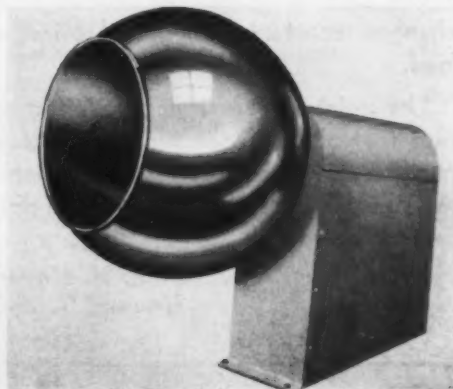
**Model RP-38**

# GROEN



**Model LSP—Filter**

*Half a Century*  
*of Fine Kettles*



Many of the country's best known candy brands are processed in the GROEN units illustrated here. That's because this equipment has conclusively demonstrated its high efficiency and completely dependable performance. And that's why the unit you choose from the GROEN Line will meet your most exacting requirements. You'll find it strictly sanitary . . . **COMPLYING WITH THE MOST RIGID HEALTH DEPT. CODES . . .** engineered with precision for the job it is to do . . . thoroughly modern in every sense of the word . . . fit and capable and certain to function to perfection in your production line. So, check with GROEN on your next equipment. Write us today.

## Ask us about the NEW ROTA-THERM HIGH SPEED JACKET

When exceptionally fast and unvaryingly uniform heating is essential in a kettle, nothing equals the New GROEN ROTA-THERM JACKET. Through an entirely new principle of steam inlet application, steam from two or more inlets is directed through combination baffle-nozzles and caused to circle the jacket contour at high velocity, totally unrestricted. Condensate and non-condensable gases which normally insulate the inner shell are swept away under the Rota-Therm action, and all air pockets likewise are eliminated. The result is maximum kettle efficiency and highest cooking speed PLUS the famed durability and sanitation of stainless steel. Write for details to GROEN MFG. CO., 4529 W. Armitage Ave., Chicago 39, Ill. • 30 Church St., New York 7 • 420 Market St., San Francisco 11.

Either Model can be had with Plain Interior, or Ribbed, or Fitted with Flights



## THE FOREMAN'S NOTEBOOK

Every candy foreman has experienced, at some time or other, a real need for practical and authoritative suggestions and reminders on care of equipment. To further its editorial service to the Industry, THE MANUFACTURING CONFECTIONER has arranged to bring in practical talks on the care of equipment or some mechanical problem. Equipment will operate more smoothly and have longer life if it is properly cleaned and serviced every day.

—The Editor.

### COLD TUNNEL BELTS AND GOOD BOTTOMS

Every production foreman is interested in producing a piece of chocolate coated candy with a smooth, or possibly, a glossy bottom. To attain this the tunnel belt plays an important part.

However, there are other factors to be considered in attaining the desired results.

First, the chocolate must be properly tempered. Temperatures in the tunnel must be properly distributed and belt speed must be coordinated with length of tunnel and temperature within the tunnel.

All moisture must be taken from the cold air passing into the tunnel. If a moisture condition prevails, chocolate will not set properly with the result that the pieces will stick to the tunnel belt and bottoms will be damaged at point of discharge from the belt.

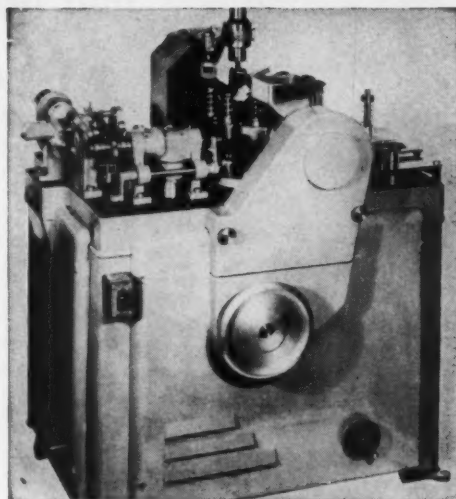
The tunnel belt is sometimes blamed for bad bottoms when, in fact, the fault is elsewhere. The belt alone cannot correct improper chocolate tempering or incorrect tunnel temperatures and air conditioning or improper belt speed.

However, a tunnel belt should have a smooth surface coating which is sturdy enough to withstand the conditions under which it operates. A tunnel belt is subject to sudden temperature changes, constant flexing and often, excessive load.

The point we are trying to bring out is the fact that although the tunnel belt plays an important part, other factors as mentioned above must be taken into consideration to obtain satisfactory bottoms.

**John M. Moyer**  
**Howard G. Aylesworth**

## LATINI *Continuous* DIE POP MACHINE



- high speed production
- controlled weight & size of pops
- interchangeable dies
- guaranteed performance
- economical operation

### CHOCOLATE SPRAYING CO., INC.

2035-39 W. GRAND

CHICAGO 12, ILL.

Rep. John Sheffman, 152 W. 42nd St., New York 18, N. Y.

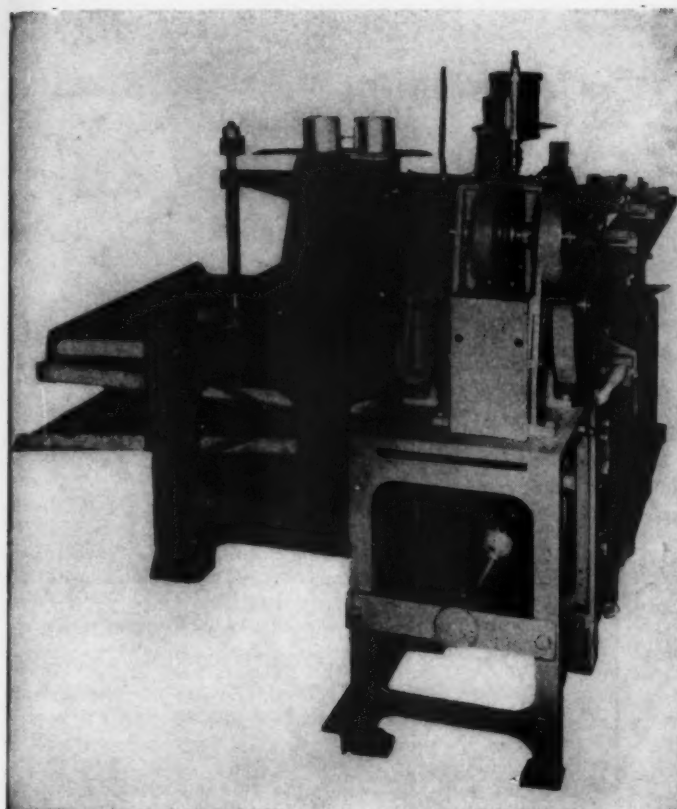
### New Moisture Tester for Nuts

The tester, the Tag-Heppenstall nut meter, is an extremely rapid, remarkably accurate conductance type instrument. Readings can be taken in a few seconds, and one of the important features is that samples don't have to be weighed. Newly published calibrations are available



for varieties of peanuts, walnuts, pecans and almonds, with others in preparation.

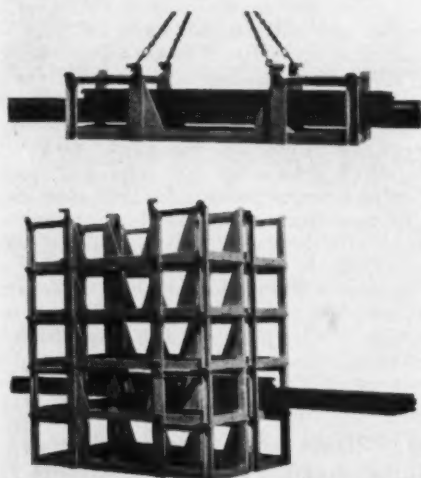




The prototype of this Model 3003 nut meter is the moisture meter for grain, the only rapid electrical moisture tester approved for use by the U. S. department of agriculture. Recently, this instrument was found to be the most accurate of all meters tested in an independent comparison of several leading electrical moisture testers. Details of this comparison are available on request. Code M1C51.

#### Portable Heavy Duty Bar Racks

New portable heavy duty bar racks are designed for more efficient handling and storage of steel bundles by



### Model E Automatic Hard Candy Machine

For producing spherical and Seamless shape hard candy

**Balls • Kisses • Barrels • Olives**

There are over 100 different shapes.  
For clear or pulled goods.  
For hard candies that are free of fins and sharp or abraive edges.  
It makes hard candies that are smooth and easy on the mouth.  
One operator spins directly to the machine.  
Capacity 3,000 to 10,000 pounds.  
Our Model E incorporates all the developments of previous experience plus automatic self-compensating clutch which takes care of the variation in batch temperature.

Peerless Fondant Coolers:  
Werner Rapid Cooker & Cooler for syrups, blends etc.  
Peerless Chocolate Kettles  
Fondant Re-Melters:  
Marsh-Mallow Beaters, Single and Double Action  
Duplex Fondant Beater and Cooler, open type for Laboratory and retail use  
Little Wonder Chocolate Kettles, for Laboratory and retail use  
Little Wonder Sucker Machine, operated, for Laboratory and Retail use  
Depositors:  
Automatic Depositors and Printers  
The Boardless Automatic Depositor, printer and cleaner, without the use of starch trays

There is no Substitute for Experience

**John Werner & Sons, Inc.**  
713-729 Lake Ave., ROCHESTER 13, N. Y.

one-man operation.

Use of this equipment enables the operator to place bundles in racks for storage in tiers, any rack being easily accessible for selection of material desired. Units are of all-steel welded construction, built to any capacity. Code M1E51.

#### Antiseptic Floor Treatment

Increased sanitation in the confectionery field at a saving in cost over ordinary maintenance methods is now possible through the use of an antiseptic floor treatment with bacteriostatic properties.

Formulated primarily for the treatment of floors, Antiseptic Westone is now being used successfully in many U. S. and Canadian manufacturing, jobbing and retailing establishments on tables, shelving and other equipment. The result has been a reduction in janitorial expense, reduced merchandise spoilage, and a cleaner, brighter, dust-free atmosphere.

Antiseptic floor treatment keeps the air free from dust because it is scientifically formulated for the multi-purpose preservation of floor surfaces, enhancement of floor beauty, and the elimination of dust, thus helping prevent the spread of the harmful bacteria and viruses. Westone not only removes dust from floors but leaves an antiseptic film which inhibits the growth and multiplication of the bacteria present. Its surface-sealing film holds down subsequent dust for quick and easy removal. Reductions in floor maintenance costs of 50 per cent have been realized. Code M1H51.

#### Swivel Mixer Mounting Bracket

A completely new all-way adjustable swivel Mixer mounting bracket has just been developed for use with standard mixing tanks.

New and distinguishing features are: 1. Split-second





**ALWAYS  
DEPENDABLE**

## **IDEAL WRAPPING MACHINES**

The satisfaction of KNOWING that their wrapping machines will give EFFICIENT, UNINTERRUPTED SERVICE AT ALL TIMES is just one reason why candy manufacturers the world over prefer IDEAL Equipment. These machines, suitable for

both large and small manufacturers, are fast, always dependable and economical. The SENIOR MODEL wraps 160 pieces per minute; new HIGH SPEED SPECIAL MODEL wraps 325 to 425 pieces per minute.

Both machines are built for the most exacting requirements and carry our unqualified guarantee.

Write For Complete Specifications and Prices

### **IDEAL WRAPPING MACHINE**

EST. 1906

MIDDLETOWN, N. Y. - - - U. S. A.

## **Simplify Operations and Insure Greater Perfection**

in your

### **EASTER CANDIES**

with

### **VOORHEES**

RUBBER

### **CANDY MOLDS**

Made of the purest live rubber these molds are odorless and insure freedom from dust. They control moisture, and yield a better finished product.

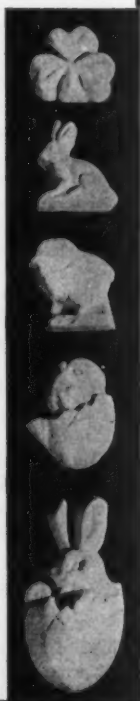
Voorhees Molds are manufactured in all standard patterns or your own patterns and brand markings will be made to your order.

If your jobber cannot supply you,  
write for Catalog M2

### **VOORHEES**

**RUBBER MFG. CO., Inc.**

151 East 50th St., New York 22, N.Y.



adjustment to any desired mixing position for maximum efficiency. 2. Self-contained hand bar locking device locks the Mixer in any operating position quickly, easily, positively and without wrenches, etc. 3. Available with any type Mixer for Alsop Stainless Steel Open Type Tanks from 5 to 300 gallons capacity. 4. Permanently attached yet fully adjustable.

We can furnish any of our sturdy 16 gauge Stainless Steel Tanks with this new fully adjustable, permanently attached Mixer as a complete Mixing Unit. It is permanent, durable and dependably sturdy yet offers all of the flexibility of a Portable Mixer.

This fully adjustable bracket and clamp design is available with all Open Mixing Tanks in sizes from five to three hundred gallons capacity for blending, dissolving and mixing or any type of processing where uniform agitation is necessary.

The all-way swivel action makes for speed and ease in positioning the shaft and propellers to fit the particular kind of agitation to the product and process. Simply lift the hand bar locking device, a few half turns locks the Mixer with its shaft in any vertical angle and any arc of the circle right or left of tank center. Code M1J51.

### **Steam-Jet Cleaner and Sterilizer**

Intent on bringing the proven advantages and economics of steam-jet cleaning and sterilizing within reach of more potential users in the food products field, this smaller Steam-Jet Cleaner identified as the JC-20 was developed. This new lower-priced model is an all-electric, portable unit only 16" wide and 40" long. Featuring simplicity of operation, it cleans mixers, kettles, conveyors, cabinets, equipment and facilities effectively, safely and silently and may be operated in a work-room without danger or annoyance to nearby operators at adjacent machines. Unlike the fuel fired "steam" cleaning machines which depend on hot water and large quantities of solvents under pressure for their cleaning action, the JC-20 uses steam from the built-in high-pressure SPEEDYLECTRIC boiler. Small quantities of detergents are used effectively and economically for they are not diluted by mixing with gallons of water at the jet. Dirt, fats, and caked-on accumulations literally melt away before the high velocity jet of hot dry steam and detergents applied instantly as needed under push button control of the operator. There is no flooding of the working area, no smoke, flames or fire hazard. Code M1K51.

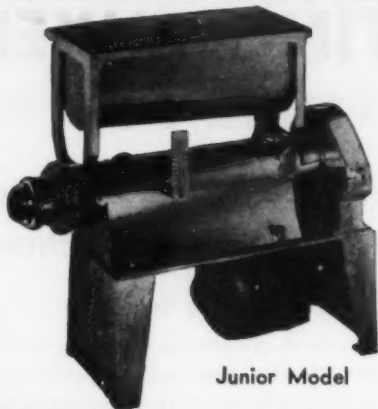
### **Catalog of Pumps for Processing Industries**

A full line of pumps for handling corrosive and non-corrosive liquids, solids-carrying liquids and dry and



## The Instant and Continuous FONDANT Machines

are the most modern, most efficient  
fondant machines offered the industry.



Junior Model

**JUNIOR Model for Medium production**  
**STANDARD Model for Volume production**  
**MASTER Model for Large Volume production**  
**Write Now for Full Information!**

### CONFECTION MACHINE SALES CO.

37 W. Van Buren

Chicago 5, Ill.

semi-dry materials is presented in a new condensed catalog.

For easy use and reference the book is organized in sections as follows:

**Corrosive and Non-Corrosive Liquids**—with emphasis on vertical submerged centrifugal pumps, a type developed and pioneered by Yeomans; horizontal end-suction circulating pumps.

**Solids-Carrying Liquids**—horizontal and vertical non-clog centrifugal pumps to handle solids, in various styles and different bearing constructions; and the Shone pneumatic unit—its application, operation and advantages.

**Dry and Semi-Dry Materials**—for handling bulky materials—suggested applications and operation.

The catalog contains twelve pages printed in two colors, fully illustrated, and includes a complete list of distributors, names and addresses. *Code MIL51.*

Circle Code Numbers and Mail Coupon for Literature on Any Item Discussed in This Section to The Manufacturing Confectioner, 9 S. Clinton St., Chicago 6, Illinois

MIA51	MIB51	MIC51	MID51
MIE51	MIH51	MIJ51	MIK51

MIL51

Name .....

Firm .....

Address .....

City ..... Zone ..... State .....

## PRECISION BUILT ★ STAINLESS STEEL HOPPERS



BAUSMAN  
DESIGNED

*Precision Built for Lifetime Wear*

Made entirely of heavy gauge stainless steel for a lifetime of rugged wear. All corners rounded for easy cleaning. Can be supplied as replacements for all types of depositors.

Write for illustrated folder today.

Also  
Manufacturers  
of  
Pump Bars  
Depositers  
Starch Machines

### MILL RIVER TOOL CO.

338 WORTHINGTON ST., SPRINGFIELD, MASS.

## NEW REVOLVING PAN

by  
**LATINI**



- heavy gauge copper machine spun bowl
- convenient on-off switch with overload switch
- shaft mounted on self-aligning ball bearings
- stand enclosed, easily cleaned. Sanitary
- perfectly balanced for accurate operation

### CHOCOLATE SPRAYING CO., INC.

2035-39 W. Grand

Chicago 12, Ill.

Rep. John Sheffman, 152 W. 42nd St., New York 18, N. Y.

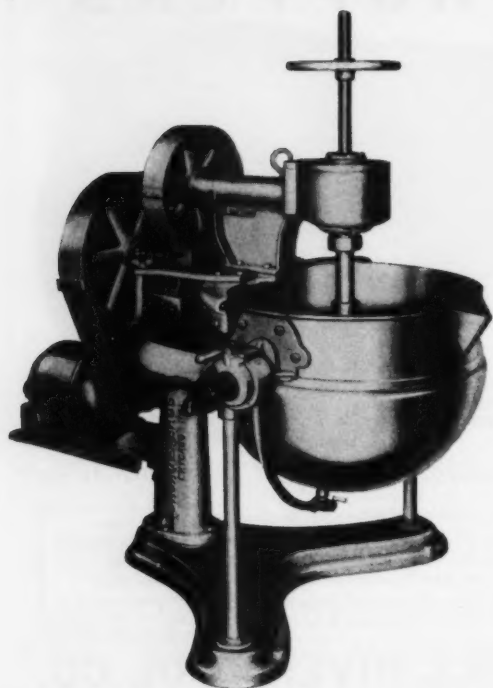


# UNEQUALLED FOR PERFORMANCE

## SAVAGE PATENT TILTING MIXER

Model F-6

*Years of Experience Has Led to The  
Production of This Machine*



Direct Motor Drive—Totally Enclosed Bevel  
Gears—Roller Bearings—Oil Seal

### The Savage Patent Tilting Mixer

is the very best steam kettle and mixer made for the manufacture of caramel, fudge, nougat and products that will pour. Also recommended for heavy stiff batches such as Jap cocoanut and cocoanut mass.

*Made in following sizes:*

35 gal. with copper kettle

50 gal. with copper or stainless kettle

*Further information and prices on  
request*



Tilted position with improved agitator. Clearance sufficient for  
thermometer.

# SAVAGE BROS. CO.

M. A. Savage, President • Richard J. Savage, Jr., Vice President

2638 GLADYS AVE.

CHICAGO 12, ILL.

Since 1855





# Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

## Holiday Packages: Hard Candies

### Code 1A51

**Milk Chocolate Santa Claus**  
1½ ozs. for 19 cents

(Purchased in a chain drug store, Chicago, Ill.)

**Appearance of package:** Good

**Size:** Good

**Wrapper:** Foil wrapper printed in red.

**Santa Claus:**

**Molding:** Good.

**Chocolate:** Good.

**Texture:** Good.

**Remarks:** A well made chocolate molded piece.

### Code 1B51

**Mint Hard Candy Twists**  
10 Sticks for 10 cents

(Purchased in a chain drug store, Chicago, Ill.)

**Appearance of package:** Good.

**Size:** Good.

**Wrapper:** Ten twists wrapped in cellulose, tied with red cellulose tape. White paper seal printed in red.

**Twists:**

**Stripes:** Good.

**Gloss:** Fair.

**Texture:** Good.

**Flavor:** Fair.

**Remarks:** A well made hard candy twist but lacked a good strong mint flavor.

### Code 1C51

**Peanut and Coconut Brittle**  
No price or weight stated

(Sent in for analysis #4703)

**Appearance of brittle:** Good.

**Color:** Good.

**Texture:** Hard.

**Peanut:** Not roasted enough.

**Coconut:** Good.

**Taste:** Fair.

**Remarks:** Brittle is too thick. Peanuts should be roasted higher. Suggest salt be used, also some lemon oil to improve the taste.

### Code 1D51

**Lollipops**  
6½ ozs. for 19 cents

(Purchased in Chicago, Ill.)

**Appearance of package:** Good.

**Container:** Cellulose bag, paper clip on top, white printed in red, yellow and blue. Pops wrapped in printed cellulose.

**Colors:** Good.

**Texture:** Good.

**Flavors:** Good.

**Remarks:** A good looking pop package. Cheaply priced at 19c for 6½ oz.

### Code 1E51

**Christmas Stocking**  
2 ozs. for 15 cents

(Purchased in a chain drug store, Chicago, Ill.)

**Appearance of package:** Good.

**Size:** Good.

**Container:** Cellulose stocking, printed in red, white and green. Imprint of Santa Claus in colors. Contained small opera guns.

**Candy:**

**Color:** Good.

**Texture:** Good.

**Sanding:** Good.

**Flavors:** Fair.

## Candy Clinic Schedule For The Year

The monthly schedule of the CANDY CLINIC is listed below. When submitting items, send duplicate samples six weeks previous to the month scheduled.

**JANUARY**—Holiday Packages; Hard Candies

**FEBRUARY**—Chewy Candies; Caramels; Brittles

**MARCH**—One-Pound Boxes Assorted Chocolates up to \$1.00.

**APRIL**—\$1.00 and up Chocolates; Solid Chocolate Bars

**MAY**—Easter Candies and Packages; Moulded Goods

**JUNE**—Marshmallows; Fudge

**JULY**—Gums; Jellies; Undipped Bars

**AUGUST**—Summer Candies and Packages

**SEPTEMBER**—All Bar Goods; 5c Numbers

**OCTOBER**—Salted Nuts; 10c-15c-25c Packages

**NOVEMBER**—Cordial Cherries; Panned Goods; 1c Pieces

**DECEMBER**—Best Packages and Items of Each Type Considered During Year; Special Packages, New Packages



**Remarks:** A good looking Christmas stocking. Neat and attractive cellulose stocking.

**Code 1F51  
Candy Cane  
1 1/4 ozs. for 5c**

(Purchased in a chain drug store, Chicago, Ill.)

**Appearance of package:** Good.

**Size:** Good.

**Wrapper:** Cellulose wrapper printed in green.

**Cane:**

**Stripes:** Good.

**Gloss:** Good.

**Texture:** Good.

**Flavor:** Good.

**Remarks:** The best candy cane at this price we have examined this year. Cheaply priced at 5c.

**Code 1G51  
Assorted Chocolates  
1 lb. for 69 cents**

(Purchased in a chain drug store, Chicago, Ill.)

**Appearance of package:** Good for this priced chocolates.

**Box:** Full telescope box, two layer type. Printed in blue, buff and red and yellow. Imprint of an Inn in Colors. Cellulose wrapper.

**Appearance of box on opening:** Good.

**Number of pieces:** 23.

**Coating:**

**Color:** Good.

**Gloss:** Good.

**Strings:** Machine—fair.

**Taste:** Fair.

**Centers:**

**Red jelly:** Could not identify flavor.

**Coconut cream:** Fair.

**Mint cream:** Fair.

**Orange cream:** Fair.

**Pink nougat:** Could not taste any flavor.

**Pink cream:** Could not identify flavor.

**Vanilla cream:** Fair.

**Maple cream:** Fair.

**Lemon cream:** Very poor flavor.

**Nougat:** Lacked flavor.

**Strings:** Good.

**Chocolate cream:** Had an "off" taste.

**Assortment:** Too small for a one pound assortment.

**Remarks:** The flavors used are very cheap. The cream centers were poorly made. We have examined better quality chocolates at 50c and 59c the pound.

**Code 1H51  
Assorted Filled Plastic Hard  
Candies  
1 lb. for 43 cents**

(Purchased in a chain drug store, Chicago, Ill.)  
(Sold in bulk)

**Hard candies:**

**Colors:** Good.

**Gloss:** Good.

**Molding:** Good.

**Jacket:** Good.

**Center:** Good.

**Remarks:** The best filled hard candies at this price we have examined this year. Well made and good eating.

**Code 1I51  
Assorted Chocolates  
1 lb.**

**Appearance of package:** Fair.

**Container:** White glazed paper top box, printed in brown. Girl's head embossed in brown. Outside white paper wrapper.

**Appearance of box on opening:** Bad. A number of pieces were broken.

**Coating:** Dark and light.

**Color:** Good.

**Gloss:** Fair.

**Texture:** Good.

**Strings:** Fair.

**Taste:** Fair.

**Number of pieces:**

**Dark coated:** 17.

**Light coated:** 10.

**Dark coated centers:**

**Lemon cream:** Slightly rancid.

**Pink cream:** Could not identify flavor.

**Peppermint cream:** Poor flavor.

**Coconut cream:** Fair.

**Cream:** Could not taste any flavor.

**Vanilla cream:** Not a good vanilla flavor.

**Maple cream:** Poor flavor.

# SPEAS

## APPLE PRODUCTS

the Standard of Quality  
for sixty years

**NUTRL-JEL**

for preserves, jams,  
jellies, marmalades

**CONFECTO-JEL**

for jellied candies

**Powdered *Apple* Pectin  
for CONFECTIONERS**

**CONCENTRATED APPLE JUICE**

Plants in Apple Regions From the Atlantic to the Pacific

**SPEAS COMPANY, General Offices, Kansas City 1, Missouri**



## CONVEYORS

Corrigan bulk dry sugar handling and storage systems convey sugar from unloading point to storage and from storage to production.

*Improve production facilities  
Lower operation costs*

**J. C. CORRIGAN CO. INC.**

41 Norwood St., Boston 22, Mass.

**Crest  
Laboratories**



*Harold Crooks, Director*

Analysis of chocolate coatings and raw ingredients.

Microscopic analysis of all confectionery products for foreign matter.

**Crest Laboratories**  
40-20 Twenty Second St.  
Long Island City 1, N. Y.  
STillwell 4-4091

### Light coated centers:

**White cream:** Could not identify any flavor.

**Chocolate cream:** Fair.

**Pink cream:** Could not identify flavor.

**Caramel:** Hard and tough.

**Chocolate paste:** Had a burned taste.

**Nougat:** Lacked flavor.

**Ting ling:** Good.

**Orange cream:** Not a good orange flavor.

**Vanilla cream:** Not a good vanilla cream.

**Assortment:** Poor.

**Remarks:** Chocolates are not up to standard. The coatings were too thin, the dipping was careless and the strings were poor. The cream centers were not good eating; they were too soft and very "slimy". The flavors were very poor. The box is too large.

We have examined far better chocolates at 59c and 69c the pound.

### Code 1J51

**Assorted Hard Candies**  
1 lb. for 29 cents

(Purchased in a chain department store, Boston, Mass.)

**Appearance of package:** Good.

**Size:** Good.

**Container:** Cellulose bag used. No name, address or ingredients printed on the package.

### Hard candies:

**Colors:** Good.

**Gloss:** Good.

**Workmanship:** Good.

**Texture:** Good.

**Flavors:** Fair.

**Remarks:** Cheaply priced at 29c the pound. A few pieces lacked flavors.

### Code 1K51

**Hard Candy Mold Pop**  
No weight stated (about 1 oz.)  
for 5 cents

(Purchased in a Brigham's store, Boston, Mass.)

**Appearance of pop:** Good.

**Size:** Good for a molded pop.

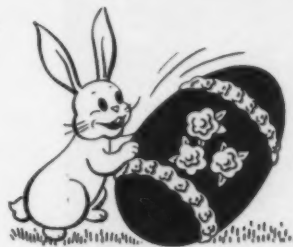
**Shape:** Animal on bicycle.



**Our Pledge  
in '51**

... the continued use of our research and production facilities for the welfare of the Confectionery Industry.

**PENICK & FORD LTD., INC.**  
420 Lexington Avenue, New York 17, N. Y.  
Factory ... Cedar Rapids, Iowa



**"Creamery"  
Molding  
Milk Chocolate  
For Hollow Goods**

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Automatic—Any Speed  
5 to 10 Built-in Digits  
Permits quality control and  
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MODEL  
No. 18  
Inside  
Dimensions:  
Length - 43"  
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*Sanitary*  
**STAINLESS STEEL TRUCKS  
FOR FONDANT CREAM &c.**  
Write for descriptive literature of  
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immediate delivery.

Manufactured by  
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## RIBBONS for your *Candies*

Satins • Moires • Taffeta  
Gros-Grain • Ribbon  
Rayon and Chiffon

**R. C. TAFT CO.**

111 NORTH CANAL STREET  
CHICAGO 6, ILLINOIS

**Wrapper:** Cellulose wrapper.  
**Pop:**

**Color:** Good.  
**Molding:** Good.  
**Texture:** Good.  
**Flavor:** See remarks.

**Remarks:** A well molded hard candy  
pop but we could not taste any  
flavor.

**Code 1L51**  
**Christmas Sock**  
**1 1/2 ozs. for 10 cents**

(Purchased in a chain  
drug store, Boston, Mass.)

**Appearance of sock:** Good.  
**Size:** Good.

**Wrapper & container:** Red mesh sock,  
paper clip on top, printed in red and

green. Contained hard candies  
wrapped in foils and colored cellu-  
lose wrappers.

**Hard candies:**

**Colors:** Good.  
**Texture:** Good.  
**Flavors:** Fair.

**Remarks:** Flavors are not strong  
enough. Regardless of how good  
the hard candy is made, it is not  
good eating unless the flavors are  
good and a sufficient amount of  
flavoring is used.

**Code 1M51**  
**Ribbon Candy**  
**14 ozs. for 98 cents**

(Purchased in a candy  
store, Boston, Mass.)

**Appearance of Package:** Good.  
**Size:** Good.

**Box:** White board box printed in red  
and green. Folding type. Outside  
wrapper, gold paper printed in red  
and green. Imprint of candy in  
colors.

**Appearance of Box on opening:** Good.  
**Candy:**

**Colors:** Good.  
**Gloss:** Good.  
**Texture:** Very good.  
**Workmanship:** Very Good. Break-  
age very little.  
**Flavors:** Good.

**Remarks:** The finest ribbon candy we  
have examined that was packed in a  
container. The packaging of this  
ribbon candy is exceptionally well  
planned.

## Penny Goods

**Code 1N51**  
**Hard Candy Pops**  
**3/4 ozs. for 2 cents**

(Purchased in a 5c & 10c  
store, Boston, Mass.)

**Appearance of Pop:** Good.  
**Size:** Good.

**Wrapper:** Cellulose wrapper printed in  
white. Imprint of animals in white.

**Pop:**  
**Color:** Good.  
**Texture:** Good.  
**Flavor:** Fair.

**Remarks:** A good size pop, neat wrap-  
per, but flavor is not strong enough.

**Code 1O51**  
**Chocolate Coated Peppermint**  
**Wafer & Vanilla Creams**  
**1 cent each**

(Purchased in a retail candy  
store, Boston, Mass.)

**Peppermints:**  
**Coating:** Good for 1c piece.  
**Centers:** Good.  
**Flavors:** Good.

**Remarks:** The best 1c pieces of this  
kind we have examined this year.

**Code 1P51**  
**Chocolate Coated Molasses**  
**Peanut Bar**  
**1 cent**

**Coating:** Good.

**Center:** Good.

**Remarks:** The best 1c piece of this  
kind we have examined in some  
time.

**Code 1Q51**  
**Fruit Nougat**  
**1 cent**

(Purchased in retail store,  
Boston, Mass.)

**Wrapper:** Cellulose wrapper; colored  
pieces are not fruit but pieces of  
gums.

**Color:** Good.

**Texture:** Good.

**Taste:** Good.

**Remarks:** A good eating piece of nou-  
gat for a 1c seller.

**Code 1R51**  
**Chocolate Coated Vanilla Cream**  
**No weight—1 cent**

(Purchased in a retail  
candy store, Boston, Mass.)  
(Sold by the piece.)

**Coating:** Good.

**Center:** Good

**Remarks:** The best 1c piece of this  
kind we have examined this year.

**Code 1S51**  
**Sugared Gum Orange Slice**  
**and Gum Leaf**  
**1 cent each**

**Colors:** Good.

**Sanding:** Good.

**Shapes:** Good.

**Texture:** Good.

**Flavors:** Good.

**Remarks:** The best 1c pieces of gums  
we have examined this year.

## Look to VACUUM and RACINE

for your needs in MODERN CANDY MACHINERY

### MANUFACTURERS OF "SIMPLEX"

- Vacuum Hard Candy Cookers Steam and Gas
- Vacuum Fondant Cookers and Coolers, Steam and Gas
- Steam Jacketed Kettles, Copper or Stainless Steel, with or without Agitators
- Cooling Slabs
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- Standard Automatic Sucker Machines
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- The Punch and Die Sucker Machine
- Sucker, Cutting and Drop Rolls
- Cream Depositors
- Chocolate Depositors for Stars, Kisses, Buds, Bits, Bars, etc.
- Snow-Flake Cream Beaters
- Caramel Cutters

**Vacuum Candy Machinery Company**  
and Racine Confectionery Machinery Co.  
115 PARK ROW  
NEW YORK 7, N.Y.



Make them REACH  
for another



## WILBUR CHOCOLATE COATINGS

Give your candies that  
"Buy another" taste

WILBUR SUCHARD CHOCOLATE COMPANY, INC. • LITITZ, PA.

### Code 1T51

**Vanilla & Chocolate Fudge  
Mellow  
1 cent each**

(Purchased in a retail  
candy store, Boston, Mass.)

**Wrappers:** Pieces are wrapped in  
printed cellulose.

**Colors:** Good.

**Texture:** Good.

**Flavors:** Good.

**Remarks:** A good eating 1c piece.

### Code 1U51

**Vanilla Caramel Clip  
6 pieces—1½ ozs.**

(Purchased in a cigar  
stand, Boston, Mass.)

**Appearance of package:** Good. 6 caramels in a printed board boat. Each piece has a cellulose wrapper, name printed in white. Overall cellulose wrapper.

**Color:** Good.

**Texture:** Good.

**Flavor:** Good.

**Remarks:** The best caramel clip of this kind we have examined recently.

**Code 1V51  
Caramel Roll  
1 cent**

(Purchased in a retail  
candy store, Boston, Mass.)

**Appearance of package:** Good.

**Wrapper:** Wax paper wrapper printed in brown, white and yellow.

**Roll:**

**Color:** Good.

**Texture:** Good.

**Taste:** Good.

**Remarks:** We think this is the best 1c piece of its kind on the market.

### Code 1W51

**Assorted Butter Drops  
1 oz.—2 for 11 cents**

(Purchased in a chain  
drug store, Boston, Mass.)

**Appearance of package:** Good.

**Container:** Folding box printed in blue and maroon. 7 pieces each; each in a cellulose wrapper. Piece is a hard candy drop.

**Candy:**

**Colors:** Good.

**Texture:** Good.

**Flavors:** Good.

**Remarks:** We could not taste any butter in these pieces.

**Coffee butter drops:**

**Box:** Brown and buff.

**Drops:**

**Colors:** Good.

**Texture:** Good

**Flavor:** Not a good coffee flavor; very bitter.

### Code 1X51

**Foiled Solid Chocolate  
1 cent**

(Purchased in a retail  
candy store, Boston, Mass.)

**Chocolate:**

**Color:** Good.

**Texture:** Good.

**Gloss:** Good.

**Taste:** Good.

**Remarks:** One of the best 1c pieces of chocolate we have examined this year.

## Brokers . . .

For new candy lines, list your firm in the Confectionery Brokers' Section of THE MANUFACTURING CONFECTIONER and THE CANDY BUYERS' DIRECTORY. Low rate is only \$15 a year.

For complete details on this year 'round business-booster service, write or wire:

**THE MANUFACTURING  
CONFECTIONER**

9 S. Clinton—CHICAGO 6



*Again in 1951*

*the industry's*

## WHO'S WHO

*among Candy Manufacturers*

### The 1951 CANDY BUYER'S DIRECTORY



*lists manufacturers  
of the following goods*

Bar Goods  
Bon Bons  
Brittles  
Butter Creams  
Butter Scotch  
Candy Canes  
Caramels  
Chewing Gum  
Chips  
Chocolates in Bulk  
Chocolates (packaged)  
Chocolates (molded)  
Coconut Goods  
Cordials  
Corn Candy  
Cough Drops  
Creams, French  
Dragees  
Fudge Work  
Glaze Candy  
Gums and Jellies  
Halvah  
Hard Candies  
Kisses  
Licorice  
Lozenges  
Maple Items  
Marshmallows  
Marzipan  
Nougats  
Penn Goods  
Ribbon Candy  
Seasonal Specialties  
Suckers  
Taffy  
Toffee  
Vending Machine Candies

As the only authentic and accurate Directory of the whole-sale manufacturers of candy in this country, this annual publication has gained a wide reputation both within and outside of the industry. Every supplier of raw materials, machinery or packaging supplies usable in confectionery production and sales should have copies for himself and his sales force.

Listed are the commercial candy manufacturers who sell at wholesale, nationally or sectionally, classified according to types of confections manufactured. The classifications have been compiled with the help of the candy companies themselves.

The 1951 Edition of The CANDY BUYERS DIRECTORY will be a profitable addition to the sales kits of all who wish to bring their goods or services to the attention of the confectionery industry.

**Order yours now - Only \$2.00 per copy**

A LIMITED NUMBER AVAILABLE

## The CANDY BUYER'S DIRECTORY

*published by*

THE MANUFACTURING CONFECTIONER PUBLISHING CO.

9 South Clinton Street, Chicago 6, Illinois



# News of Associations



Walter A. Rau, new President of WCSA.

## WCSA 36th Annual Convention

On December 7-8-9 the Western Confectionery Salesmen's Association held their 36th Annual Convention at the Congress Hotel, Chicago. It was one of the best attended conventions of recent years.

At the opening luncheon held December 7th in the Florentine Room 25 members of the "25 Year Club" were present. A poll taken of these members showed they have a total of 874 years' experience in selling candy.

Of major importance was the approval by a great majority of the members present of a plan to amalgamate with the National Confectionery Salesmen's Association. In order to effect such an amalgamation it will be necessary to have the approval of a majority of the members of the National Confectionery Salesmen's Association at their annual convention to be held in July 1951. A joint NCSA-WCSA Committee will then work out details in regard to the new organization. The main purpose of such an amalgamation is to give the candy salesmen and candy brokers an organization national in scope comparable to other truly national organizations.

The following officers were elected for next year:

Walter A. Rau, Villa Park, Ill., was elected President. Mr. Rau represents Rockwood & Co. and is District manager of the West-Central Division. Ralph W. Unger, Los Angeles, Calif., prominent candy broker on the Pacific Coast was elected 1st Vice-President. Sydney Hoffman, Jr., Chicago of S. Z. Hoffman Associates was elected 2nd Vice-President. Warren B. Durgin, Oak Park, Ill., representing Ludens, Inc., was elected Secretary-Treasurer.

New appointments by President Rau to the Executive Committee are as follows: Mr. Norman Brown, E. G. Alden, Frank E. Conway, Jos. Schreiner and Paul C. Udell. Members appointed to the Sunshine Committee were Robert N. Amster, Leon Bencini and Adolph Loeb, Chairman of the

## EASY way to remove BURNED-ON Caramel Deposits



Did you know that one of your most difficult maintenance cleaning jobs—removing burned-on caramel—can now be handled easily by using a simple, two-step Oakite method? Here's how: First, use Oakite Composition No. 20 for quick, thorough removal of even the toughest caramel deposits. Then follow this with an application of Oakite Compound No. 84-M. This brightening material soruces up the metal, takes away dulling stains. For FREE details call your neighborhood Oakite Technical Service Representative or drop a note to Oakite Products, Inc., 36C Thames St., N. Y. 6, N. Y.

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## Chocolate Coatings



by **Ambrosia**  
MADE IN THE U.S.A.

AMBROSIA CHOCOLATE COMPANY • MILWAUKEE





*Makers of Fine Chocolate*

**MERCKENS CHOCOLATE COMPANY, INC.**  
BUFFALO, NEW YORK

BRANCHES AND WAREHOUSE STOCKS IN  
BOSTON, NEW YORK, CHICAGO, LOS ANGELES,  
OAKLAND, SALT LAKE CITY, SEATTLE

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Confidence  
from  
**FUNSTEN**

Specially Selected  
for Flavor and Size

**PECANS of Quality**

FOR OVER 50 YEARS

R.E. Funsten Co. 1115 Delmar St. Louis 3, Mo.



At the head table at the Friday luncheon were: Bernard Hirsch of Milwaukee, John Kettelwell of N.C.A., Joe Green of Kansas City, Sydney Hoffman Jr. of Chicago, Joe Kenworth of Chicago, Norman Brown of Minneapolis, R. C. Rau of Chicago, Ralph W. Unger of Los Angeles.

Convention Committee will be Ben P. Lindberg. Members of the Finance Committee: George W. Gronberg, Chas. G. Gerberich and Edward W. Scott. The new committee to work out details for the NCSA-WCSA amalgamation are as follows: Ross E. Fairman, Ben P. Lindberg, Sydney Z. Hoffman, C. C. Larson, B. J. Leonard and Wm. B. Berger.

The 36th Annual Gala Stag Dinner held Friday night in the Casino Room of the Congress Hotel was attended by 450 candy manufacturers, buyers and salesmen. Guests at the speakers' table were Col. Elliott of the U. C. QM Dept., Joe Balocca, President NCWA; C. M. McMillan, Executive Secretary NCWA and Joe Greene, President of NCSA.

The Annual Banquet was held Saturday night, December 9th. A very delightful Ladies' Cocktail Party and Luncheon was attended by 62 of the members' wives.

Those members especially honored at a luncheon were those who have been members of the W.C.S.A. for 25 years and over. Following is the roll call and number of years in the association: Warren Durgin (25 yrs.), Ray Franklin (42 yrs.), Adam Leib (50 yrs.), Art Griffiths (40 yrs.), C. A. Hickman (55 yrs.), Henry Ehlman (55 yrs.), Chas. Schwenk (30 yrs.), Adolph Loeb (28 yrs.), Alex W. Carlson (26 yrs.), Harry Kissinger (40 yrs.), A. J. Wagner (40 yrs.), Joe Kenworth (43 yrs.), Ross Fairman (28 yrs.), S. J. Hoffman (33 yrs.), Lon Bencini (32 yrs.), Lester R. Zimmerman (36 yrs.), J. J. Zachary (30 yrs.), L. C. (Hap) Cooper (28 yrs.), R. Malmberg (41 yrs.), Ben Lindberg (33 yrs.), Geo. Williamson (38 yrs.), Wm. Berger (30 yrs.).

#### Western Candy Conference

The annual convention of the Western Candy Conference will be held in San Francisco March 1 and 2, 1951, it was announced today by Tom Swan, of the Sierra Candy Company, convention chairman.

Steering committee members, elected at a recent directors meeting, include: Reed Robinson, Robinson Gold Nugget Sweets; Ken White, MacFarlane Candy Co., and Lowell Tjaden, Chase Candy Company. Clarence Kretchner, American Licorice Company will act as treasurer for the Conference and Otto Winckler, Winckler Brokerage Company, will head the suppliers division.

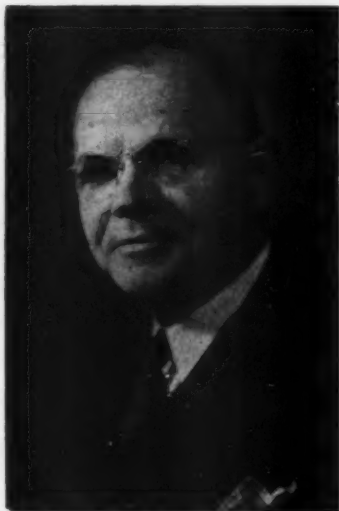
Regional chairman selected were L. Jack Sweet, Sweet Candy Company, Salt Lake City; Ben Myerson, Myerson, Inc., Los Angeles; C. G. Young, Brecht Candy Company, Denver; George H. Thompson, Thompson Candy House, Seattle and Ray Hoeffler, Hoeffler Candy Company, San Francisco.



## NCWA Celebrates Anniversary

"Wholesalers are the main hope of a bigger future for the candy and confectionery industry," declared Joseph Balocca, Paola, Kansas, on the occasion of the Fifth Anniversary of the formation of the National Candy Wholesalers Association, Inc. Mr. Balocca, who is President of this Association, is also a successful wholesaler, operating the Commercial Candy Company at Paola and Topeka, Kansas, and a branch at Kansas City, Missouri.

In making the above statement Mr. Balocca called attention to the figures of the United States Department of Commerce just released which show that the decline in manufacturer volume for 1949 and the decline in per capita consumption parallel the decline in wholesaler sales. He expressed the belief that despite slight gains by vending machines, chain stores, and other retailers who buy direct, these avenues can not possibly make up for the losses of volume suffered by wholesalers and their independent retail customers, due to the fact nine out of ten retailers of candy are supplied by the wholesalers. "It becomes obvious", he said, "that when the independent retailers do not emphasize candy, the consumer has only one out of ten stores to influence his candy purchases."



James A. King, of Nulomoline division of American Molasses Company, who is being honored by his friends in the industry.

## A.M.C.C. Testimonial Dinner To Jim King

By popular demand, this year's annual party of the A.M.C.C. is dedicated to Jim King, an outstanding figure in the industry, known to all for his many years of untiring and unselfish service.

All in the industry are invited. The dinner will be held Wednesday, January 10th, at the Waldorf Astoria Hotel in New York. Price per person is \$15.00. Send reservations to Harry Lustig, Hotel Statler, New York.

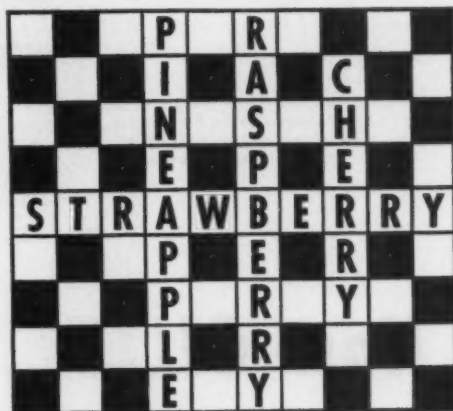
## Candy Shows in Boston and Philadelphia

The next Boston candy show will be held at the Hotel Statler, Boston January 14 through the 17th. The hours of the Show are Sunday 1 PM to 10 PM, Monday, Tuesday, and Wednesday 9:30 AM to 10 PM. As usual, the number of exhibitors is confined to approximately 20 in order to allow the visitors to take in the entire exhibit in one day. The usual diversified lines will be on display.

(Please turn to page 63)

for January, 1951

... Puzzled?? ...



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**TRUTASTE FLAVORS**  
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Write for information

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COATINGS • LIQUORS • COCOAS

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**BURCO Products . . . "BEST by TEST"**

**NU-KREME**—Grade A of all Nougat Creams.

**DIPPING PIECES**—Molasses Honeycomb Chips, Peanut Butter Chips, Toasted Coconut Chips, Chocolate Center Chips, Almond Butter Sticks, Mint Pillows and Peanut Butter Pillows.

**BURCO NOUGAT CREME**—The All Purpose Nougat Cream.

**TOPPINGS**—Marshmallow, Butterscotch, Caramel and Chocolate Fudge.

**CONFECTIONERS PECTIN**—For Cut Slab Jellies.

**NU-MILK**—Whole Milk in Plastic form for Caramels and Fudges.

**FRESH COCOANUT PASTE**—Ready to use for Chocolate or Bon Bon Centers.

**PECTOLENE**—A Pectinized Invert Sugar Product.

**CENTER-ROLL KREME**—for Soft-flowing Creams.

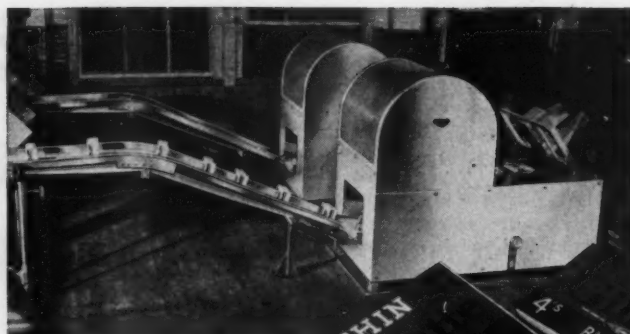
**KREME-TEX**—For Creamy Fudge and Caramels.

Formula Book "Recipes for Better Candies" sent with initial order

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Palmer Carton Forming  
Machines in plant of Gillette  
Safety Razor Company



## How GILLETTE CUTS CARTONING COSTS

The attractive, sturdy cartons illustrated are made *right in Gillette's own plant* on our Palmer Carton Forming machines. These machines produce the cartons from inexpensive die-cut blanks and require little or no supervision while in operation. All that is called for is to keep the machine's magazine filled with blanks and to occasionally replenish the supply of glue.

Leading package goods producers in many fields are adopting this modern, proven way to lower costs. Die-cut blanks cost far less than factory-processed cartons, require less storage space, and you are always sure of adequate supplies of cartons to meet rush requirements.

Operating on an advanced principle of *continuous motion*, the Palmer machine is free from all stop-and-start reciprocating movements. It can, therefore, produce a better, more firmly sealed carton at higher speeds—up to 102 per minute. And it is easily adjustable for various sizes.

### YOUR SAVINGS

The Palmer may save you thousands of dollars annually—this is not unusual. We'll be glad to furnish detailed information based on the cartons you are using and your present production methods.

*Write or phone our nearest office*

### PALMER *Continuous Motion* CARTON FORMER

PACKAGE MACHINERY COMPANY, Springfield, Massachusetts  
NEW YORK CHICAGO BOSTON CLEVELAND ATLANTA DALLAS  
DENVER LOS ANGELES SAN FRANCISCO SEATTLE TORONTO MEXICO, D. F.

# PACKAGE MACHINERY COMPANY



*looking towards increased candy sales*



William J. McClatchey, vice president of Price Candy Co., Theodore A. Anderer, manager of the Gimbel operation, and Mr. Myerson, also of Gimbels, as they attended the opening of

## Gimble's Modernized Candy Department

*an open house and full scale promotion celebrates  
the expansion of this department  
store's candy division*

by CLARA BALDWIN

*The Manufacturing Confectioner*

WITH A BUFFET luncheon and inspection tour staged in the company's candy kitchen located on the fifteenth floor of Gimbels New York administration building, for company executives, including Bernard Gimbel, president of Gimbel Brothers Inc., and the Board of Directors of Gimbels, N. Y., Gimbels officially opened their newly modernized candy division. Price Candy Company, who operate Gimbels candy factory, as well as the exclusive candy plants for fifteen other leading stores across the country, acted as hosts for the occasion.

Following the luncheon, William J. McClatchey, vice president of Price Candy Company, and Theodore A. Anderer, manager of the Gimbel operation, escorted their guests through the modernized candy factory. For the modernization program has been complete from factory to selling areas on the main floor of the Gimbel store.

On both levels of operation, manufacturing and merchandising, candy has received a wonderfully glamorous treatment. Promotion and publicity have been in keeping.



Mr. Bernard Gimbel, president of Gimbel Bros., Inc. and Mr. William J. McClatchey, Vice President of Price Candy Co. at the open house.





Miss Charlotte Sutton of Gimbels inspecting the chocolate bottoms on their way to the chocolate coater which was newly installed.

A week after the opening luncheon given for the company executives, Gimbels-Price staged a repeat performance for the foods editors of the daily papers, radio and television stations. We of the trade press were also present. Even the blasé food editors, who take most things in their stride with a mild reaction, were agog over the results. Incidentally the foods editors were invited to sample confections liberally during the tour of the plant which followed immediately after luncheon.

In the factory, the latest type of chocolate coating equipment, designed by the J. W. Greer Company, has been installed in a showroom-type setting with black and green asphalt tiled floor, pale green walls, and venetian blind covered windows. Stainless steel melting tanks, are lined in a battery to either side of an homogenizer, for one of the key features in the tremendous promotion program with which they are backing candy and its modernized setting is Gimbels homogenized chocolates. Packing and store rooms for the factory have been modernized, too, with shelf spaces enclosed, and everything designed to make the 'candy kitchen' into a place "so clean that you can eat chocolates off the floor" as read the caption to one of Gimbels recent candy promotion advertisements, a full page in leading New York newspapers.

In the selling area, the modernization program is an integral part of the overall glamor treatment or rejuvenation for the entire main floor, which was redesigned by Raymond Loewry. Candy moved from a front store location to a traffic center between the two rear escalators, thus becoming a focal point for shopper attention. New, specially designed cases present candies in jewel-box settings, with handsome shadow-box displays behind the counters.

As for the candies to receive such treatment, says Jane Nickerson writing for the New York Times: "A homogenizer, of which there is only one other of its kind in this country, breaks down the fat particles in chocolate coating; this produces smoothness in texture and decreases susceptibility to 'graying'. Pressure of 400 pounds to the inch (enough to run a locomotive, the guests were told) disperses the fat evenly through the chocolate coatings. The coatings—of milk chocolate, semi-sweet and bittersweet—cover more than 118 fillings that range from 98 cents to \$1.50 a pound. Outstanding among these are the butter creams; no adjec-

Next Month, In The February Issue  
THE MANUFACTURING CONFECTIONER publishes  
*Candy Wraps Tailored In Glassine*  
an article explaining the uses and advantages  
of glassine paper as a candy wrapper.

tive is too superlative for them. Bittersweet chocolate on the outside, they consist within of a buttery, soft, silky-textured, center, either vanilla or chocolate flavored. We saw the butter that is such an important ingredient—fresh and unsalted, of the highest Government grade. These delectables sell for 98 cents a pound at the candy counter on the street floor. Although the kitchen turns out more than 3,000 pounds of sweets a day, the confectioners work in small quantities because 'the results are better'."

According to Mr. McClatchey people are eating more candy and becoming more critical of the candy they prefer. He says their company is sparing no expense, using 94 score butter, for instance and 22% butter fat cream, to make the best candy possible, but because they make so much of it, offer their candies to the customer at reasonable prices.

Gimbels may well be proud of their new candy set-up, and back it to the hilt with ecstatic advertising such as: "Possibly the Swiss know more about fine chocolate than anybody in the world. One chocolate loving Swiss took a bite of Gimbels homogenized chocolate and post-haste sent 10 pounds back to the Alps! (The bite was free—come get yours.) Every piece of chocolate is homogenized in Gimbels beautiful, airy candy kitchen—with the aid of a \$5000 homogenization machine—you don't have to worry about paying for the machine, you just have to wrap your tongue around our rich, creamy chocolates."

Or again, "Homogenized is what Gimbels chocolates are. The fatty globules are evenly distributed throughout to give a rich, luscious chocolate."

Continuing with the open house idea and the spotlight promotion being given their candy division, Gimbels customers are being invited to tour the candy factory, also, commencing in January.



The central unit between the two Greer chocolate kettles, is the homogenizer which breaks the fat particles into very small particles.



## A WELL-DESIGNED PACKAGE

increases the Prestige of a company  
as well as the sale of its products.

## CONSULTATION WITH US

regarding the design of your packages  
may well prove worthwhile, and carries  
with it no obligation.

LUCIAN  
BERNHARD  
STUDIO

1 EAST 53 - NEW YORK 22

### Packaging Machinery Manufacturers Institute

Two memorial golf trophies have been presented to the Packaging Machinery Manufacturers Institute, in memory of Wallace D. Kimball and H. Kirke Becker, as a permanent memorial to these former industry leaders.

The Wallace D. Kimball bowl, presented by George Ingham, Vice President and General Manager, Standard-Knapp, was awarded to Walter P. Fergnani, President, Post Machinery Company, Beverly, Mass., for individual low gross.

The H. Kirke Becker bowl, given by George A. Mohlman, Chairman of the Board, Package Machinery Company, was awarded to William A. Scheurer, Vice President and Sales Manager, Exact Weight Scale Company, Columbus, Ohio, for individual low net.

These bowls will remain in possession of the winners for one year or until the next annual golf tournament. They remain the property of the Institute.

• Paul Hultkrans, in charge of the firm's research and product development, has been elected a vice-president of Milprint, Inc.

Mr. Hultkrans was in charge of Milprint's Cheese Division for eight years prior to his appointment as manager of research. Other officers of the company are: Roland N. Ewens, President and Treasurer; Arthur Snapper, Vice-President and Secretary; Roy E. Hanson, Vice-President and Director of Sales; Bert Hefter, Vice-President and Sales Manager; Lester R. Zimmerman, Vice-President in charge of Midwest area; Shy Rosen, Vice-President in charge of Eastern area; C. K. Billeb, Vice-President in charge of plant operation.



## A GOOD INVESTMENT

Good package appearance attracts purchasers and helps to move merchandise faster. When your packages are wrapped on Hayssen automatic wrapping machinery, they look better. Six-sided, printed designs are registered accurately by the Hayssen Electric Eye. At the same time, the unit-cost of wrapping is kept at a low level. We invite you to check the advantages of wrapping on a Hayssen. Write today, outlining your requirements. Hayssen engineers will forward their recommendations.

HAYSSON MFG. COMPANY, SHEBOYGAN, WIS.

**Hayssen**  
ELECTRIC EYE  
WRAPPING MACHINES





It's  
**EASY to**  
**Discover..**



**Why Weinman**  
*Transparent*  
**PLASTIC BOXES**  
**ARE SO POPULAR!**

**THEY PRESENT CANDY AND NUTS IN  
THEIR MOST APPETIZING FORM. PLAN A  
MOTHER'S DAY PACKAGE! SEND FOR  
SAMPLES!**

*Weinman Brothers, INC.*

MANUFACTURERS

3260 W. GRAND AVE., CHICAGO 51

## ATTENTION

## MANUFACTURERS

We'll pay top price for your surplus new corrugated cartons. Don't let them deteriorate. Cash in now. No quantity too large. Send samples and advise quantities available.

### E. WERTHEIMER & CO.

5522 W. Division

Chicago 51, Ill.

Phone Esterbrook 8-8532

References: Your Own Bank; Dun & Bradstreet

## Manufacturers

Are you looking for an experienced salesman? We can put you in touch with experienced candy salesmen and candy brokers covering practically every territory in the United States.

### WESTERN CONFECTIONERY SALESMEN'S ASSOCIATION

36 E. Highland Ave.

Villa Park, Ill.

# Supply Field News

• **Buhler Bros., Inc.**, New York, has issued new catalog pages on their equipment. Pictured is their separators for cocoa beans, showing pictures of cocoa beans separated according to different methods used. Pictured also are their five roll chocolate mills and roasters. These are available upon request.

• **Chas. Pfizer & Co., Inc.**, New York, century-old chemical manufacturing company has just announced the third post-war expansion of their citric acid production facilities. Plans for enlarging their plant at Groton, Conn. will make possible the doubling of this plant's output, which is expected to be completed by summer of 1951. The Pfizer company recently announced a one-year freeze price for citric acid. Mr. John E. McKeen, president of Pfizer, states that the recent sharp rise in demand for citric acid is a good indication of the developing military needs for the many products in which citric acid is an ingredient.

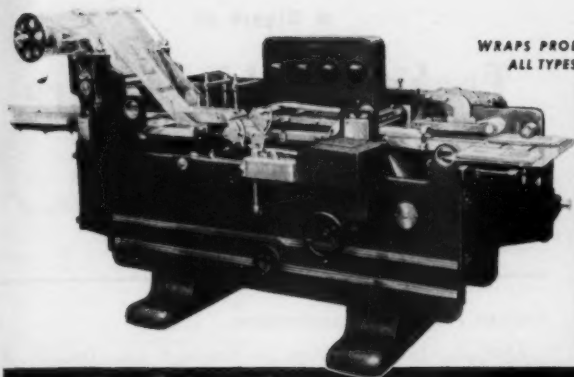
• **Dodge & Olcott, Inc.**, New York, have enlarged their headquarters and include the fourteenth floor of their building at 180 Varick Street, providing an additional 20,000 feet. To provide for maximum efficiency and good management, complete departments have been moved and rearranged. The modern control laboratory is three times as large as its predecessor. The work and operation of other D&O control laboratory at the Bayoone plant continues on the same scale.

• **Lamont, Corliss & Company**, New York, announced recently it has contracted for a 30,000 square foot expansion to its new chocolate plant at Fulton, N. Y. This expansion increases the total floor area to 110,000 square feet, with three full floors. Completion is scheduled for early 1951. M. H. Saxe will take over the full responsibility for the sales of Peter's and Runkel's chocolate coatings, bulk cocoas and flavors January 1st. Mr. Saxe who has been manager of the bulk sales department, and also a vice-president joined the company in 1938.



• **Oakite Products, Inc.** field representatives from Canadian, New England, New York, St. Louis and Southern Divisions attending the annual technical-sales conference held recently at the Hotel Statler, New York City. Similar end-of-year conferences held in Cleveland, Ohio and Hollywood, California during November were attended by representatives from other regional divisions of the Company.





WRAPS PRODUCTS OF  
ALL TYPES AND SHAPES.



## Split Second FOOD PACKAGING

**Continuous feed wrapping seals flavor-freshness in...Keeps Moisture in or out!**

Cakes, Cookies, Crackers and many other food products reach a new high in packaging production with the revolutionary Campbell Wrapper. It more than doubles the speed of many wrappers and saves time, labor and money with fewer operators — less materials. "Float" wrapping with longitudinal heat or glue sealing and ends flared, crimped or folded guarantees product protection equal to the wrapper itself. Uses all types of packaging materials and accurately registers printed names and designs. Available in Straight, L, or any Custom type feed required. Write for complete information and brochure.



**up to 120 units  
PER MINUTE!**



• **Magnus, Mabee & Reynard, Inc.**, New York and Chicago, is holding the largest sales and staff conferences in the firm's history, according to Arthur H. Downey, chairman of the conference committee and director of research and technology. The conference will be held in New York January 3rd through the 6th and attended by more than 125 sales representatives, technical experts and executives of the firm from all parts of the United States and Latin America.

• **Percey C. Magnus**, President of the company, has recently been appointed on the advisory council to the Director of Civil Defense of New York City.

• **Charles R. Phillips Company, Inc.**, Rochester, announce that William P. Ronan & Co., Inc., Chicago, has been appointed exclusive mid-western representative.

• **George T. Peckham, Jr.**, research director of Clinton Industries, Inc., Clinton, Iowa, has been elected chairman of the American Chemical Society's Division of Sugar Chemistry. Mr. Peckham is also a collaborator at the U. S. Dept. of Agriculture's Northern Regional Research Laboratory, Peoria, Ill.

• **Gordon Lamont**, vice-president and director of sales of Lamont, Corliss & Company, New York, announced his retirement from active responsibility

in the business effective January 1st, 1951. Mr. Lamont joined the company in 1924 and has been active in the sales division of the company.

• **Edmund R. Holmes**, secretary-treasurer of the White-Stokes Company, Chicago, died on December 2nd, at his desk. "Ed" as he was familiarly known to his many friends in the industry had been with the company thirty years and previously to that with Wilson & Company, sporting goods house.

• **Cochrane Corporation**, Philadelphia, announces the appointment of Ervin J. Bookout to the post of general sales manager. Mr. Bookout has been the company's eastern sales manager. Cochrane Corporation recently acquired Pottstown Metal Products Company, Pottstown, Pa., which will be operated as a subsidiary.

• **Chester A. Gage**, Vice-President in charge of sales, National Starch Products, Inc., has announced he will retire from active business on January 1st. He will remain as director and consultant to the company.

• **Minneapolis-Honeywell Regulator Company**, Philadelphia, has purchased the Thomas M. Royal plant and 60,000 square feet of undeveloped property adjacent to its new site. Complete possession of the plant will take place next February, following modernization to meet special requirements of the company.



## A NEW METHOD for TEMPERING CHOCOLATE

by

A. T. NEWTH

A new, operation-proved method of tempering is thoroughly explained by one of the industry's outstanding authorities on chocolate in a step-by-step outline from the definite crystal pattern through the coating machine to the tunnels and cooling, the bottomer, dripping virgin coating, and melting kettle. Follow this expert's nine "Points to Remember" for better chocolate tempering in your plant.

**PRICE PER COPY—\$1.00**

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MANUFACTURING CONFECTIONER**  
9 S. Clinton St. Chicago 6, Ill.

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**PURCHASING  
and  
MERCHANDISING  
EXECUTIVES**

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Our Free Mailing List

Fill in Coupon below  
and send it to us now.

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A Digest of

## Technical Literature

World-wide developments and research in confectionery and food processing techniques are noted for confectionery manufacturers.

### Peanut Products Preservation

John T. Owen assignor, to Merck & Co., Inc., U. S. Patent No. 2,494,717 "Ascorbic acid (I) or its esters of salts, when added to peanuts, stabilizes them against rancidity. 15 grams in 1 lb. salt, the mixture added to cooked peanuts in the amount of 1-2 per cent prevents rancid smell after two months storage."

### Aromatic Plant Extracts Completely Soluble in Water

Germinal, S. A., Swiss Patent No. 262,262—"The volatile components of the material treated are separated as one fraction and the non-volatile components soluble in water are obtained as an aqueous solution. The latter is concentrated and reunited with part of the aromatic volatile components previously separated."

### Purity of Propylene Glycol

G. Middleton and R. E. Stuckey, Analyst, Vol. 75, No. 893 1950—A test using the critical solution temperature of propylene glycol and ether is described. The presence of 0.1% ethylene glycol, 0.1% dipropylene glycol or similar amounts of water and ethyl alcohol in propylene glycol can be determined.

### Essential Oils and Related Products

Ernest Guenther and E. W. Langenau, Analytical Chemistry, Vol. 22, No. 2 (1950)—This is the second of a series of annual reviews of analytical procedures for essential oils. In general, no basically new analytical methods have been reported for essential oils.

### Food

Bernard L. Oser, Analytical Chemistry, Vol. 22, No. 2, (1950)—This is an annual review of methods used in food analysis.

### Flavor Profiles

S. E. Cairncross and L. B. Sjostrom, Food Technology, Vol. 4, No. 8 (1950)—The flavor profile offers a means of flavor evaluation by which degrees of difference between samples based on the intensity of individual character notes, the degree of blending, and the overall amplitude may be obtained. This may allow a taste panel to check the small differences occurring when flavor improvements are attempted.

### Confectionery Sweeteners

Edward W. Meeker, Food Technology, Vol. 4, No. 9 (1950)—Tables showing the typical composition of granulated sugar, uninverted and inverted syrups, corn syrup and dextrose are given. The more significant physical and chemical properties are discussed and the value of technical control is stressed. The importance of having a thorough understanding of the sweeteners is emphasized so that conditions leading to their most efficient use may be established.



# Conventions -- Meetings

- Jan. 10—A.M.C.C. Testimonial dinner to Jim King, Waldorf Astoria Hotel, New York.
- Jan. 14-17—Boston Candy Show, Hotel Statler, Boston.
- Jan. 15-18—2nd Plant Maintenance Show and Conference, Auditorium, Cleveland, Ohio.
- Jan. 21—Mid-Year Meeting, Associated Retail Confectioners, Commodore Hotel, New York City.
- Jan. 22-26—10th Heating and Ventilating Exposition, Commercial Museum, Philadelphia, Penna.
- Jan. 28-31—Philadelphia Candy Show, Benjamin Franklin Hotel, Philadelphia.
- Feb. 11-13—Nat'l Assn. of Variety stores, Mundy Auditorium, Atlanta.
- Feb. 18—Nat'l Food Brokers Assn., Chicago.
- March 1-2—Western Manufacturers annual meeting, Fairmont Hotel, San Francisco.
- March 27-29—Dairy Manufacturers' Conference, University of Wisconsin, College of Agriculture, Madison, Wis.
- April 16—Packaging Machinery Manufacturers Institute semi-annual meeting, Hotel Dennis, Atlantic City.
- April 17-20, 1951—Packaging Conference, American Management Association, Auditorium, Atlantic City, N. J.
- April 26-27—Fifth Annual Production Conference, The Pennsylvania Manufacturing Confectioners' Assn., Lehigh University, Lehigh, Penna.
- April 30-May 4—American Material Handling Society, International Amphitheatre, Chicago.
- May 1-3—American Oil Chemists' Society, Hotel Roosevelt, New Orleans.
- June 3-6—National Confectioners' Association convention, Stevens Hotel, Chicago.
- June 7-9—National Candy Wholesalers Association Convention, Palmer House, Chicago.
- June 17—Institute of Food Technologists Meeting, New York City.
- Oct. 8-10—American Oil Chemists Society, Edgewater Beach Hotel, Chicago.
- Nov. 12-15—National Automatic Merchandising Assn., Public Auditorium, Cleveland.

(Continued from page 55)

In Philadelphia the Candy Show will be January 28th, to 31st, at the Benjamin Franklin Hotel. Associate members of the Association are eligible, but the committee is compelled to restrict the number of exhibitors in order to assure a successful show. An assortment of spring and summer merchandise will be shown to buyers.

## NCA Intensifies Fund-Raising Campaign

Enlisting full industry support for expanding current Council on Candy programs in 1951 is basically essential to the development of a widened market for candy and a profitable future for the business, according to Paul M. Beich, Council chairman and president of the Paul F. Beich Company.

Beich made this statement following semi-annual meetings held here Nov. 15 and 17 by members of the Council Steering Committee and the Board of Directors of the National Confectioners' Association. He disclosed that top industry executives had "expressed alarm" when faced with the unpleasant truth that the candy market is static or declining and explained that they had agreed that a base minimum of \$200,000 must be subscribed for Council activities in order to offset or reverse this dangerous trend.

He also said the fact was brought out forcibly that candy consumption declined three per cent from 1948 to 1949 in the face of an estimated 3,000,000 new candy consumers coming into the market in

the year. Further confirming the seriousness of the loss, Beich pointed out that candy sales would have been 135,000,000 more pounds in 1949 if per capita consumption had not declined from 18.2 pounds to 17.9 pounds in one year. The profits of most manufacturers reflected the pinch of this slumping consumer demand for their products in 1949.

Proposed new and expanded programs designed to overcome influences which are steadily undermining the market include:

1. A new color motion picture for commercial theatres which would augment and eventually replace the highly successful current film, "The Sweetest Story". This would reach an estimated 25,000,000 consumers the first year.

2. Increased "double-spread" advertising, totaling 128 insertions in 61 leading professional and educational magazines to keep this influential group better informed of the true value of candy.

3. New and colorful student-teacher booklets teaching the facts of good nutrition and outlining the "hows and whys" of candy eating, for distribution through boards of education and health departments, particularly in areas where efforts are being made to reduce candy eating in schools.

4. Continuation of the educational sound motion picture, "Candy and Nutrition," with 10,000 more student showings scheduled for 1951.

5. Stepped up publicity programs which contemplate the use of magazines, newspapers, radio, and television.

6. Distribution of 5,000 more public relations kits to meet persistent demands.

7. More conferences with dental and medical groups, health authorities and educators to develop better understanding of common problems.

• The Southeastern Confectioners Association gave the candy displayed by 88 manufacturers to the police department of Birmingham, Ala., after the adjournment of their convention. The department plans to distribute the candy to underprivileged children.

## New York Chapter of AACT

"What do you know about fats and oils" was a discussion led by Gustave Becker, Research and Technical Chemist, E. F. Drew & Co., Inc. at their meeting in New York December 5.

**ECONOMY EQUIPMENT**

For  
**CANDY and BISCUIT PLANTS**

**BELTURNS** for conveying around a turn without bunching.

• LUSTRE-KOOLD chocolate, skinning and sandwich cooling tunnels and conveyors.

• MISC. ITEMS: Packing Tables; Variable Drives; Stainless Steel Hot and Cold Slabs; Stainless Trucks, Pans and Racks.

Also Special Equipment Made to Your Requirements.

**ECONOMY EQUIPMENT COMPANY**

4800 S. Hoyne Ave. Chicago 9, Illinois





# CONFECTIONERY BROKERS

## New England States

**JESSE C. LESSE CO.**  
Confectionery  
Office and Sales Room  
161 Massachusetts Ave.  
**BOSTON 15, MASS.**  
Territory: New England

## Middle Atlantic States

**JAMES A. BRADY CO.**  
1018 Monsey Avenue  
**SCRANTON 9, PENN.**  
Phone 2-8658  
Concentrated coverage of the  
candy and food trade in N. E.  
Penna. "The Anthracite"

**ANKANS & ROACH**  
607 Drexel Bldg.  
**PHILADELPHIA 6, PENN.**  
Specializing—Food Trade, Chains  
Super Markets  
Terr: Philadelphia & Eastern Penn.

**THOMAS M. BRATTON & CO.**  
220 Delaware Ave.  
**BUFFALO, NEW YORK**  
Covers New York State  
Candy & confections

**ARTHUR M. CROW & CO.**  
407 Commonwealth Annex Bldg.  
**PITTSBURGH 22, PA.**  
Cover conf. & groc. jobbers, chains,  
dept. stores, food dists.  
W. Pa., W. Va., & E. Ohio

**CARL H. HUNSICKER**  
6261 Magnolia St.  
**PHILADELPHIA 44, PA.**  
Candy Broker covering  
Philadelphia, Baltimore, Md.  
Washington, D. C.

**JACK HAAZ**  
6430 No. Broad St.—LI. 8-5873  
**PHILADELPHIA 26, PENN.**  
Terr: Penn., N. Jersey, Balt., Wash.

**HERBERT M. SMITH**  
109-17 110th St.—Virginia 3-8847  
**OZONE PARK 16, NEW YORK**  
Terr: New York State

**IRVING S. ZAMORE**  
2608 Belmar Place  
**SWISSVALE, PITTSBURGH 18, PA.**  
29 Years Experience  
Terr: Pennsylvania, excluding  
city of Philadelphia

## Middle Atlantic States (cont'd)

**BLOME BROKERAGE CO.**  
601 Chumleigh Rd.  
**BALTIMORE 12, MARYLAND**  
Candy & Novelties  
Covering Wholesale Grocers,  
Candy & Tobacco jobbers, & chains  
Terr: Maryland, Virginia, Delaware  
and District of Columbia

## South Atlantic States

**JIM CHAMBERS**  
Candy Broker  
84 Peachtree Street  
**ATLANTA 3, GEORGIA**  
Terr: Ga., Ala., and Fla.

**WALTER C. MCGILL & CO.**  
Box 912, Lynchburg, Va.  
Terr: Virginia, No. & So. Carolina

**ROBERT L. MITCHELL, JR. & CO.**  
1221—12th Avenue  
**HICKORY, NO. CAR.**  
Manufacturers' Representative  
Candy & Specialty Items  
Terr: North & South Carolina

**WM. E. HARRELSON**  
Manufacturers' Representatives  
5308 Tuckahoe Ave.—Phone 44280  
**RICHMOND 21, VIRGINIA**  
Terr: W. Va., Va., N. & S. Car.

**ROY E. RANDALL CO.**  
Manufacturers' Representative  
P. O. Box 605—Phone 7590  
**COLUMBIA 1, SO. CAROLINA**  
Terr: No. & So. Carolina  
Over 25 years in area

**BUSKELL BROKERAGE CO.**  
1135 East Front Street  
**RICHMONDS, VA.**  
Contact Wholesale Groceries, Candy  
Jobbers and National Chains  
Terr: Va., W. Va., Eastern Tenn.,  
and Eastern Kentucky

**W. M. (BILL) WALLACE**  
Candy and Specialty Items  
P. O. Box 472—111 Rutland Bldg.  
**DECATUR, GEORGIA**  
Terr: Ga. & Fla.  
Thorough Coverage

**HUBERT BROKERAGE CO.**  
Candy and Allied Lines  
3 Salesmen  
Offices & Display Rooms  
210-211 Candler Bldg.  
**ATLANTA, GEORGIA**  
Terr: Florida, Georgia and Ala-  
bama for 20 years

**SAMUEL SMITH**  
2500 Patterson Ave. Phone 22318  
Manufacturers' Representative  
**WINSTON-SALEM 4, N. CAROLINA**  
Terr: Virginia, N. Carolina,  
S. Carolina

## East No. Central States

**G. W. McDERMOTT**  
100 North Raymond St.—Phone 382  
**MARINETTE, WISCONSIN**  
Terr: Wisc. & Upper Mich.—covered  
every five weeks.

**ROGER ETTLINGER**  
Phone Townsend 8-5369  
16525 Woodward Ave.  
**DETROIT 3, MICHIGAN**  
Terr: Entire state of Michigan

**WALTER M. GREESON CO.**  
101 Smith Street  
**FLINT 3, MICHIGAN**  
"We Are At Your Service Always  
—And All Ways"  
Terr: Michigan, Estab. Since 1932

**BERNARD B. HIRSCH**  
1012 N. 3rd St.  
**MILWAUKEE 3, WISCONSIN**  
Terr: Wis., Ia., Ill. (excluding Chi-  
cago) Mich. (Upper Penn.)

**HARRY KISSENGER**  
Candy—Novelties—Specialties  
3846 McCormick Ave.  
Phone Brookfield 9691  
Chicago suburb  
**HOLLYWOOD, ILLINOIS**  
Terr: Ohio, Mich., & Ind.

**H. K. BEALL & CO.**  
308 W. Washington St.  
**CHICAGO 6, ILLINOIS**  
Phones RANDOLPH 1618-1628  
Territory: Illinois, Indiana,  
Wisconsin  
25 years in the Candy Business

**ARTHUR H. SCHMIDT CO**  
815 Erieside Ave.  
**CLEVELAND 14, OHIO**  
Terr: Ohio. Member Nat'l. Conf.  
Salesmen Ass'n.  
Buckeye Candy Club

**DONALD A. IKELER**  
2037 E. Main Street  
**KALAMAZOO, MICH.**  
Territory: Michigan

## East So. Central States

**R. HENRY TAYLOR**  
Candy Broker  
Box 1456—Phone 4-2763  
**LEXINGTON, KENTUCKY**  
Territory: Kentucky and Tennessee

**A. C. BURNETT COMPANY**  
Candy Brokers  
4806 Rossville Blvd.  
**CHATTANOOGA, TENN.**  
A crack team of six Southern sales-  
men. Ky., Tenn., Miss., Ala., Fla.,  
Ga., S. C., N. C., Va., W. Va.  
If it will sell in Dixie—we can sell it.

## East So. Central States (cont'd)

**FELIX D. BRIGHT & SON**  
Candy Specialties  
P. O. Box 177—Phone 8-4097  
**NASHVILLE 2, TENNESSEE**  
Terr: Kentucky, Tennessee, Ala-  
bama, Mississippi, Louisiana

**J. L. FARRINGER CO.**  
**FRANKLIN, TENNESSEE**  
Established 1924  
Territory: Tenn., Ky., and W. Va.  
3 Salesmen covering territory

**HURD-MORELAND CO.**  
**MORELAND, KENTUCKY**  
Sales Representation Candy bars,  
Specialties  
Terr: Kentucky, East Tennessee

## West No. Central States

**BUHRER BROKERAGE CO.**  
Candy Manufacturers' Sales Agents  
819 W. Third St.  
**DAVENPORT, IOWA**

**ELMER J. EDWARDS**  
**CANDY BROKERAGE**  
5352 31st Ave. So.  
**MINNEAPOLIS 17, MINN.**  
Phone: Pa. 7659  
Terr: Minn., N. & S. Dak.—Special  
attention given to Twin City trade

**GRIFITHS SALES COMPANY**  
725 Clark Ave.—Phone GA. 4979  
**SAINT LOUIS 2, MISSOURI**  
We specialize in candy and  
novelties.  
Terr: Mo., Ill., and Kan.

**O. W. TAYLOR BROKERAGE CO.**  
**McGREGOR, IOWA**  
Cover confectionery & grocery  
jobbers, chain-dept. stores, Food  
Dist. Nebraska, Iowa, Minnesota  
Wisconsin.

## West So. Central States

**W. S. STOKES**  
Broker & Agent  
**BATESVILLE, ARKANSAS**  
Candy - Novelties - Specialties  
Terr: Arkansas—Accounts solicited

**WM. E. MIRACLE COMPANY**  
301 No. Market St.  
**DALLAS TEXAS**  
Territory: Texas & Oklahoma



## Mountain States

### CAMERON SALES COMPANY

3000 Monaco Parkway  
Denver, Colo.  
Dexter 0881

Candy & Allied lines. More than ten years coverage of Colo., Wyoming, Mont., Idaho & Utah

### MAYCOCK BROKERAGE CO.

573 West 2nd South  
SALT LAKE CITY, UTAH

An eight man organization representing manufacturers for 76 confectionery, tobacco, drug and grocery jobbers in Utah-Idaho territory.

### JERRY HIRSCH

Manufacturers' Representative  
Candy and Specialty Items  
4111 E. 4th St.

### TUCSON, ARIZONA

Territory: Arizona, New Mexico & El Paso, Texas

## Mountain States (cont'd)

### G & Z BROKERAGE COMPANY

New Mexico—Arizona El Paso  
County Texas

P. O. Box 227 ALBUQUERQUE  
N. Mex.

Personal service to 183 jobbers, super-markets and department stores. Backed by 25 years experience in the confectionery field. We call on every account personally every six weeks. Candy is our business.

### FRANK X. SCHILLING

Confectionery and Novelty Items  
Box 416—Phone 2-3540

### BUTTE, MONTANA

Complete coverage of Montana, Idaho, and northern Wyoming, including Casper

## Pacific States

### CARTER & CARTER

Confectionery Mfr's Agents  
Established with Industry since 1901  
91 Connecticut St.  
Phone: Main 7852

### SEATTLE, WASHINGTON

Terr: Wash., Ore., Utah, Idaho, Mont., Nev., Wyo.

### GEORGE R. STEVENSON CO.

Terminal Sales Building

### SEATTLE, WASHINGTON

Territory: Wash., Ore., Ida., Mont.  
Over 20 years in this area.

### MALCOLM S. CLARK CO.

1487 1/2 Valencia St.  
No. Cal., Nev., & Hawaii  
SAN FRANCISCO 10, CALIF.

923 E. Third St.—Southern California

### LOS ANGELES 13, CALIF.

Terminal Sales Bldg.

Wash., N. Idaho

### SEATTLE 1, WASH.

903 Park Road

Ariz., New Mex., W. Texas

### EL PASO, TEXAS

## Pacific States (cont'd)

### I. LIBERMAN

### SEATTLE 22, WASHINGTON

Manufacturers' Representative  
1705 Belmont Avenue  
Terr: Wash., Ore., Mont., Ida., Utah, Wyo.

### HARRY N. NELSON CO.

112 Market St.  
SAN FRANCISCO 11, CALIF.

Established 1906  
Sell Wholesale Trade Only  
Terr: Eleven Western States

### BELL SALES COMPANY

100 Howard Street  
SAN FRANCISCO 5, CALIFORNIA

Candy & Food Specialties  
Terr: Calif., Reno, Nev., Hawaiian Islands

### GENE ALCORN & CO.

1340 E. 6th Street  
LOS ANGELES 21, CALIFORNIA

383 Brannan Street  
SAN FRANCISCO 7, CALIFORNIA

Territory: State of California

# Food tech course at M.I.T.

A three week's special course in food technology, from June 25 to July 13, a feature of the 1951 Summer Session at the Massachusetts Institute of Technology, has been announced by Professor Walter H. Gale, in charge of M. I. T. summer session activities.

To be given under the direction of Dr. Bernard E. Proctor, professor of food technology at the Institute, the intensive course will give particular emphasis to recent developments in food manufacture and control. In addition to lectures, demonstrations, and conferences at M. I. T. there will be opportunities for group visits to representative food industries throughout greater Boston.

The course, intended principally for those having some knowledge of the basic sciences pertinent to food technology, should prove valuable to advanced students in other sciences as well as to executives and employees in food industries, according to Dr. Proctor.

The following subjects are among those on which the course will include fundamental material: economics and statistics of food supplies; food cost accounting and business law; food bacteriology, sanitation, and fermentations; food chemistry and nutrition; materials handling; food packaging; labor relations; manufacturing equipment for new processes; food control instrumentation; flavor and food acceptance; and food sterilization by electronics. Detailed studies of bakery operations, canning, food freezing, high-vacuum drying, brewing, meat packing, milling, yeast operations and food specialties will be among several special food processing reports.

Only a limited enrollment will be accepted, according to Professor Proctor, and preference will be given to those applicants having a background of technical or executive experience in food industries.

tries, faculty members of other schools, government workers in food control or nutrition, and advanced students in chemistry and engineering. Letters of application, giving the applicant's experience and background, should be sent to Professor Gale at Room 3-107, M. I. T., Cambridge 39.

Tuition for the three-week course will be \$100; academic credit will be given for satisfactory completion of the course only to those who elect to take a final examination.

The special course in food technology is part of a broad program of summer activities at M. I. T., designed to make the Institute's special facilities available to technical and scientific personnel not able to participate in the Institute's regular academic work. All students will have full use of the Institute's dormitory, library, and recreational facilities, at nominal cost.

• **H. B. (Pat) Cosler**, formerly with Farley Manufacturing Company, Skokie, is now in the general products division in charge of confectionery specifications, etc., for the U. S. Army Quartermaster, Chicago Division.

• **William H. Klopff**, Food Broker, and well known in the pickle, olive, and table condiment business in Kansas City, Mo., and Al C. Gentz, former Merchandise Manager for the National Candy Company, and later with the Chase Candy Company, as their Syndicate and Eastern Division Manager; have formed a new brokerage firm to be known as the Klopff-Gentz Brokerage Company, with headquarters at 408 East 9th Street, Kansas City, Mo. They will have a branch office in Wichita, Kansas, located at 139 North Minneapolis Street, and Mr. Gentz will be the Manager at that point.

This firm will specialize in the sale of fine food products, candy, pickles, olives, and Sauer Kraut, also Fancy Imported Foods, which will be offered to the wholesale grocery trade, candy jobbers, and the Chain Store buyers, by a six man sales organization in the Kansas and Missouri territory.





The MANUFACTURING CONFECTIONER'S

# Clearing House



## POSITION WANTED

Many years experience with a well known candy manufacturer. Familiar with modern equipment and plant layout. At present employed. Can furnish high references. Box A-1110, **The MANUFACTURING CONFECTIONER**.

**WANTED position as foreman in general line plant. Experienced. Box A-111, The MANUFACTURING CONFECTIONER.**

All around candy maker available as foreman. Thirty years of practical experience in wholesale and retail. Desires steady position in mid west, not Chicago. Box A-11-12, **The MANUFACTURING CONFECTIONER**.

## HELP WANTED

### FOOD PLANT CHEMIST

Southern California plant of progressive national company has opening for chemist 30-45 experienced in quality control of manufactured food products. Prefer graduate chemist with candy plant experience. Permanent with advancement opportunity. Reply in confidence, stating age, education, earnings and full details of experience. Box A-118, **The MANUFACTURING CONFECTIONER**.

## MAN WANTED

by a successful Western candy manufacturer with a large and modern plant, producing top quality general line, to assist the General Superintendent. To qualify, the applicant must be a practical candy maker with supervisory and production planning experience, 30 to 45 years old and presently employed. Knowledge of chemistry and costs desirable. Excellent opportunity and permanent position for energetic and capable man. Give full details of your experience and references in first letter. Reply strictly confidential. Box A-116, **The MANUFACTURING CONFECTIONER**.

## CLASSIFIED

When addressing box numbers, please address as follows:

(Box Number)

**The Manufacturing Confectioner**  
9 South Clinton St.  
Chicago 6, Ill.

## ADVERTISING

Classified insertion requests are sent to the same address. Rates are 35c per line of regular type; 70c per line for bold face or capital letters; \$6 per column inch for display. Minimum insertion is three lines. Rates are not subject to agency discounts.

## HELP WANTED (cont'd)

### SUPERINTENDENT, HARD CANDY DEPT.

We are looking for a man who is interested in a future, who is quality minded, knows costs, maintenance and repairs and has experience in training personnel. Reply will be considered in confidence. Please give full details of your experience, qualifications and earnings, preliminary to interview. Box A-113, **The MANUFACTURING CONFECTIONER**.

Chocolate Pan-Men, experienced, wanted. MARLON, 321 West 54th St., N. Y. C.

## BUSINESS FOR SALE

**FOR SALE:** Modern Candy factory and retail stores in large California city. Twenty thousand square feet, well equipped for wholesale or chain store operation. Old established firm. Owner wishes to retire. Rare opportunity for progressive candy chain. Box A-114, **The MANUFACTURING CONFECTIONER**.

First time offered for sale. Wike's Penna. Dutch 3-1 Cough Drop formula, and equipment. Also can lease present small factory. Owner retiring. For details write Harry H. Wike, 70 E. Front St., Lititz, Penna.

## MACHINERY FOR SALE

**FOR SALE:** 2 Lozenge machines for automatically extruding, stamping and printing lozenges, motto hearts, etc., with mixers, large assortment of dies and drying trucks. In storage in Eastern Pennsylvania warehouse. Address Box A-112, **The MANUFACTURING CONFECTIONER**.

**FOR SALE:** 1 DF Package Machinery Bar Wrapping machine with board feeder, like new. 3 Thos. Mills watercooled tables, very little used. Box A-115, **The MANUFACTURING CONFECTIONER**.

**FOR SALE:** Used Friend Hand-Roll Machines. Dispersion Equipment Co., 53 W. Jackson Blvd., Chicago 4, Ill.

## MACHINERY FOR SALE (cont'd)

**FOR SALE:** 4 ft. Ball Cream Beater with 3 phase motor. \$500.00 fob Chicago, George Tiberius, 820 N. State St., Chicago, Illinois.

**FOR SALE:** 2, 3, 4, & 5 ft. Cream beaters. 3 & 4 speed mixers. 16 inch Enrober parts of all kinds in stock. Improved and Herald gas candy furnaces and replacement parts in stock. Send us your inquiries. Lowest prices. National Confectioners Machinery Co., 108 E. 2nd St., Cincinnati 2, Ohio. Telephone Parkway 1165.

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Only \$3.00 per year—\$5.00  
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- Candy Clinic
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- Book Reviews

And many other features

## MACHINERY WANTED

Model 22-B Package Machinery Co. wrapping machine also 3 ft. cream beater and 50 lb. size Puller. Box 11013, **The MANUFACTURING CONFECTIONER**.

**MACHINE WANTED:** One Racine Depositor, Senior Model; one Racine sucker, Model M; one continuous Fondant Standard Model, made by Confection Machine Sales Co. State brand, age, and best price. Dulcera Dominicana, C. por A.—Box 1041—Ciudad Trujillo, Dominican Republic.

**WANTED:** Several Transwrap Machines. Will pay good price. Box A-1207, **The MANUFACTURING CONFECTIONER**.

**THE MANUFACTURING CONFECTIONER**



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**UNION**

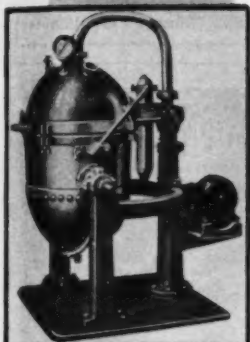
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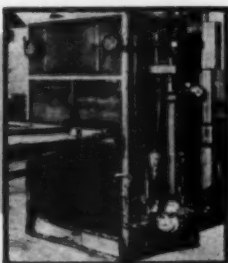
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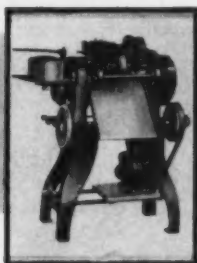
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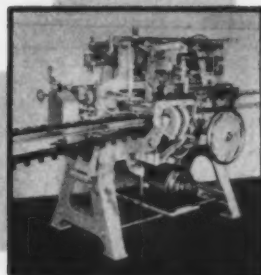
Simplex Steam Vacuum Cooker.  
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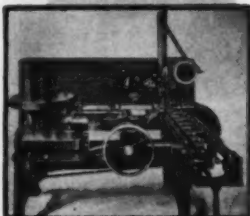
National Equipment 24" En-  
rober, with automatic Feeder,  
Cooler and Packer.



Package Machinery Co.  
Model K Kiss Wrapper.



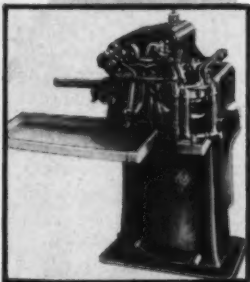
Package Machinery Co. GH2 Bar  
Wrapper, with Roll-Type Wrap-  
per Feed and Electric Eye.



Package Machinery LP and LP3  
Sucker Wrappers.



National Equipment Continuous  
Hard Candy Cooker, 600 and  
1000 lb. hourly capacities.



Ideal Caramel Cutter and  
Wrapper.

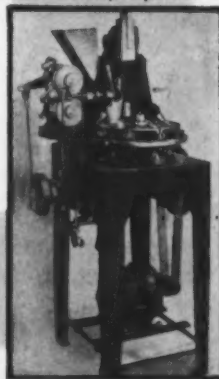
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AT GREAT SAVINGS  
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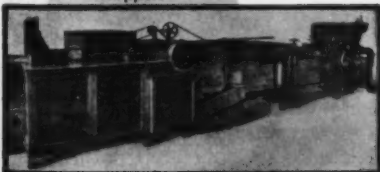
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FOR YOUR SURPLUS EQUIPMENT  
whether a machine, department or complete plant  
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Racine automatic Sucker Machine with Cooling Conveyor.



Racine Model M Die Pop  
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National Equipment automatic type AD Wood  
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**CONFECTIONERY MACHINERY CO., INC.**

318-322 LAFAYETTE ST. • NEW YORK 12, N.Y.

**UNION**

OUR 39th YEAR



# MACHINERY WANTED (cont'd)

**Will Pay Cash For  
Package Machinery  
Model 22 B  
Wrapping Machines**

**Also Pop Wrapping  
Machines**

**State Serial and  
Model Number**

**School House Candy Co.  
P.O. Box 1243  
Providence, R. I.**

**WANTED:** 1 National Continuous Cooker.  
Peter Shorin, Topps Chewing Gum, Inc.,  
237 37th Street, Brooklyn 32, New York.

# MISCELLANEOUS

**FOR IMMEDIATE SALE:** 6 million chocolate  
colored Boats 1-7/16" x 4" x 3/4" high.  
2 1/2 million chocolate colored bar bottoms  
1-11/16" x 4-3/16". 600,000 layer boards  
B.M.N.B. assorted in 3 sizes, 3 1/2" x 8 3/4",  
4 1/4" x 9 1/4", 4" x 9". Box A-119, The MAN-  
UFACTURING CONFECTIONER.

**WANTED:** Obsolete-discontinued-sizes and  
surplus corrugated and fibre cartons.  
Regal Box Co., 1835 No. 30th St., Mil-  
waukee, Wisc.

# MISCELLANEOUS (cont'd)

# WE BUY & SELL

**ODD LOTS • OVER RUNS • SURPLUS**

**"Cellophane"  
BAGS**

**SHEETS-ROLLS-SHREDDINGS**

Cellophane rolls in cutter boxes 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Rolls

Tying Ribbons—All

Colors & Widths

Scotch Tape

Clear & Colors

**Diamond "Cellophane" Products**

Harry L. Diamond Robert I. Brown

"At Your Service"

74 E. 28th St., Chicago 16, Illinois

• **Walgreen Drug Co., Chicago**, has acquired Mars' Mexican plant and assembly line. The large U. S. drug chain plans to operate the unit through its Mexican subsidiary, Sanborns, it is reported. Sanborns is one of the large candy manufacturers in Mexico but this will be their first venture in bars. Mars opened this plant in 1947, but operated it only a short time.

• **Franklin Coffee Co., Columbus, Ohio**, has discontinued its manufacturing department, announced J. M. Carr, president. They will specialize in distribution of fancy grocery items and confections to retail grocers, restaurants and hotels in Ohio.

• **The House of Bauer, Lincoln, Neb.** occupy a corner on Bonwit Teller's New York main floor. The entire Bauer line is sold here and on an exclusive basis for New York City. S. S. Pierce stores have this line exclusively in Boston.

• **Loft's, New York**, has opened a new shop in Springfield, Mass., marking the return of the chain to that state after an absence of about ten years.

• **R. Alderson**, owner and operator of one of Denver's fine candy shops, has introduced a candy bar bearing the name "Flying Saucer".

• **General Candy Corp., Chicago** issued regular 25 cents on common plus an additional dividend of 50 cents on the common.

• **Planters Nut & Chocolate Company** reported a net income of \$1,731,972, equal to \$9.16 a common share, compared with \$1,022,830, or \$5.41 a share the previous year.

• **Sweets Co. of America, Inc.** voted an extra 25 cent dividend in addition to the regular 25 cent dividend. This declaration brings dividend for the year to \$1.25 as compared with 75 cents last year.

• **Donald L. McFarlane** will open his 35th retail outlet in East Los Angeles this month. The company was formed in 1928 and has factories in Los Angeles and Oakland.



Brechts Klases distributed at Chet's Super market in Pueblo, Colo., where the above display "train" appeared.

• **Lamont, Corliss & Company**, New York will change its name to Nestle's Chocolate Company, Inc. on January 1, 1951, it was announced by Clive C. Day, President.

"This change in name," said Mr. Day, "identifies the company definitely with the quality Chocolate Products which it has distributed for years. The company formerly represented a number of different manufacturers as sales agents. Its activities are now confined exclusively to the distribution of Nestle's Chocolate Products and it was felt the company should be more closely identified by name with the products themselves.

The manufacture of Nestle's Chocolate Products will continue in the large Fulton, New York plant where a substantial addition of production facilities will be completed about the first of the year."

Mr. Day also pointed out that the Nestle's Chocolate Company is a member of the famous world-wide Nestle organization with 125 factories located in all the principal countries of the world. He said that there will be no change in the company's sales and advertising policies or marketing plans and that the famous Peter's and Runkel's Chocolate Coatings as well as Nestle's Cocoas will continue their important position in the company's plans.

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# A Year End Statement

by H. H. HEIMANN

Executive Manager

National Association of Credit Men

The year 1951 will show increased business activity, but with civilian goods restricted because of the tempo of our war effort, says Henry H. Heimann, Executive Manager of the National Association of Credit Men, in his end of the year statement. He makes the following observations on business in 1951.

Labor will be in short supply. Wages, despite all efforts to control inflation, will rise in dollars. The buying power, however, of the dollar may deteriorate further. The decline need not be drastic.

Taxes may increase to the point where they may destroy incentive and slow down our accelerated production. A war situation, however, would boom per capita production.

Business earnings have passed their peak.

Agriculture will stimulate production through heavier plantings and better farming. The income of the farmer will be maintained at a high level.

Interest rates will rise, though not sharply.

Construction of homes will decline rather drastically.

Automobile production will be curtailed.

The cost of living will continue to rise.

Expect more controls and more regulations in 1951.

Mr. Heimann also outlined a program which would be helpful to business, to labor and to agriculture in meeting the pressure of a war economy in 1951. For business he suggests:

Don't speculate in inventories. Watch particularly shoddy or synthetic inventories. Poor quality products will be a drag on the market after the defense program is completed.

Keep your equipment up to the minute. Be more cautious about plant expansion irrespective of the tax amortization law. Your overhead will be an important factor later on. Do all possible to keep it down.

Be sure to anticipate your increased taxes not only in the year's balance sheet because of any retroactive feature but in its impact on your cash position.

Maintain a strong sales credit department. You'll need them badly later on.

Continue to improve your product.

Don't make the mistake of selling only to gilt edge credit risks. Instead develop better credit worthiness with your marginal customers through guidance and sound counsel and advice. Marginal customers today may mean the difference between a profit and loss tomorrow.

His suggestions for labor are:

Do a good day's work. It will help check inflation and keep you happier. You have helped give America its high standard of living. Keep it up—it will pay you dividends.

Take a more active part in your union. Remember you and your fellow-workers are the union.

Never forget that you suffer from inflation. It doesn't do you any good to get a fat pay check that buys less and less of what you need.

Don't let the politician spend your money. You earned it. Insist on your spending it.

Your right to vote is sacred. Cherish it and vote at every election.

"The year ahead will call for great sacrifices," Mr. Heimann said in conclusion. "They will be cheerfully made in the interests of a stronger America and a more peaceful world. However, sacrifices and controls will be resented if colored by politics or used for social experiments not contributing to our objective.

"Domestically one of the great fears is that of continued inflation. Inflation is the result of a dangerous ratio of money supply to available goods and services. It can be checked by limiting money supply or bringing up production of civilian goods to get it in a comfortable balance to our money supplies.

"It is obvious it will be most difficult if not impossible to increase the production of peacetime civilian goods and services when so much of our effort will be required for war or defense purposes. It is also a sad fact that the limitation or reduction of money supply is politically next to impossible. With billions of dollars accumulated in the hands of the consuming public any controls or regulations limiting civilian production and buying will merely defer inflation or cause a wild scramble for the limited supply of goods."

• **The Agriculture Department** today estimated 1950-51 world sugar at an all-time high, which would assure ample supplies. The world output is estimated at 41,000,000 tons, or 10 per cent more than last year's production.

Increased production is anticipated in all areas which supply the United States with exception of Puerto Rico and the Virgin Islands. Domestic sugar productions this year is estimated at 2,481,000 tons compared to 2,084,000 tons in 1949 and 1,847,000 in 1948.

• **Child's restaurants**, New York, have introduced candy departments.

• **Sydney Z. Hoffman & Son**, Chicago, have been appointed brokers in the Chicago area for Blum's of San Francisco. Distribution is being handled by the Consolidated Tobacco Company.

• **Hershey Chocolate Corporation** authorized an extra dividend of \$1 on the common stock. Declarations for 1950 total \$2.87½ compared with \$2.25 last year.

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## **The MANUFACTURING CONFECTIONER**

**9 S. Clinton St. Chicago, Ill.  
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of Valuable Information**

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Since the first issue in 1921, THE MANUFACTURING CONFECTIONER has been recognized as the "technical magazine of the confectionery industry."

The only publication devoted exclusively to the manufacturing branch of the confectionery industry, THE MANUFACTURING CONFECTIONER offers invaluable help in candy production, packaging, and merchandising problems.

This "Purchasing Executives' Number" combines in one, convenient issue authentic, finger-tip information on all individual products used in the manufacture of confectionery as well as industry-wide articles, statistics, and charts.

Make sure *all* your key personnel have *all* this valuable information by subscribing for them now to THE MANUFACTURING CONFECTIONER. A one-year subscription at \$3 includes this "Purchasing Executives' Number" and 11 other regular monthly issues. A two-year subscription costs \$5.00.

Individual copies of this "Purchasing Executives' Number" are, however, available, while the supply lasts, at \$2 a copy.

Save your firm time and money by subscribing *now*.

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Corrigan Co., Inc., J. C. ....	49	Savage Bros. Co. ....	48
Crest Laboratories ....	49	Robert E. Savage Co. ....	Sept. '50
Currie Manufacturing Co. ....	Nov. '50	Sheffman, John ....	56
Detecto Scales, Inc. ....	Oct. '50	Shellmar Products Corp. ....	July '50
Diamond Cellophane Products ....	68	Smith & Sons, Inc., W. C. ....	Sept. '50
Dispersion Equipment Sales Co. ....	38	Solvay Sales Division, Allied Chemical & Dye Corp. ....	Nov. '50
Dodge & Olcott, Inc. ....	7	Speas Company ....	48
Durkee Famous Foods, Div. of Glidden Co. ....	Nov. '50	Staley Mfg. Co., A. E. ....	Nov. '50
Economy Equipment Co. ....	63	Standard Casing Co., Inc., The ....	56
Exact Weight Scale Co. ....	29	Stehling Co., Chas. H. ....	Sept. '50
Filtrol Corp. ....	Dec. '50	Sterwin Chemicals, Inc. ....	2nd Cover
Florasynth Laboratories, Inc. ....	Dec. '50	Sugar Information, Inc. ....	8
Fritzsche Bros., Inc. ....	4	Sweetnam, Inc., Geo. H. ....	Nov. '50
Funsten Co., R. E. ....	54	Swift & Co. ....	Oct. '50
General Mills, Inc. ....	30	Tait Co., R. C. ....	50
Glidden Company ....	Nov. '50	Union Confectionery Machinery Co., Inc. ....	67
Green Mfg. Co. ....	41	Union Starch & Refining Co. ....	Nov. '50
Greer Co., J. W. ....	35	Vacuum Candy Machinery Co. ....	50
Hayssen Mfg. Co. ....	59	Van Amerigen-Haebler, Inc. ....	3
Heekin Can Co., The ....	Dec. '50	Voorhees Rubber Mfg. Co., Inc. ....	44
Hooten Chocolate Co., The ....	49	Voss Belting & Specialty Co. ....	Sept. '50
Hubinger Co., The ....	Nov. '50	Warfield Co., The ....	Dec. '50
Hudson-Sharp Machine Co. ....	61	Weinman Bros., Inc. ....	60
Ideal Wrapping Machine Co. ....	44	Werner & Sons, Inc., John ....	34, 43
Jiffy Manufacturing Co. ....	Dec. '50	Wertheimer & Co., E. ....	60
Kiwi Coders Corp. ....	50	W-E-R Ribbon Corp. ....	49
Kohnstamm & Co., Inc., H. ....	17-18	Wilbur Suchard Chocolate Co., Inc. ....	51
Land O'Lakes Creameries, Inc. ....	Dec. '50		
Lehmann Company, Inc., J. M. ....	Dec. '50		



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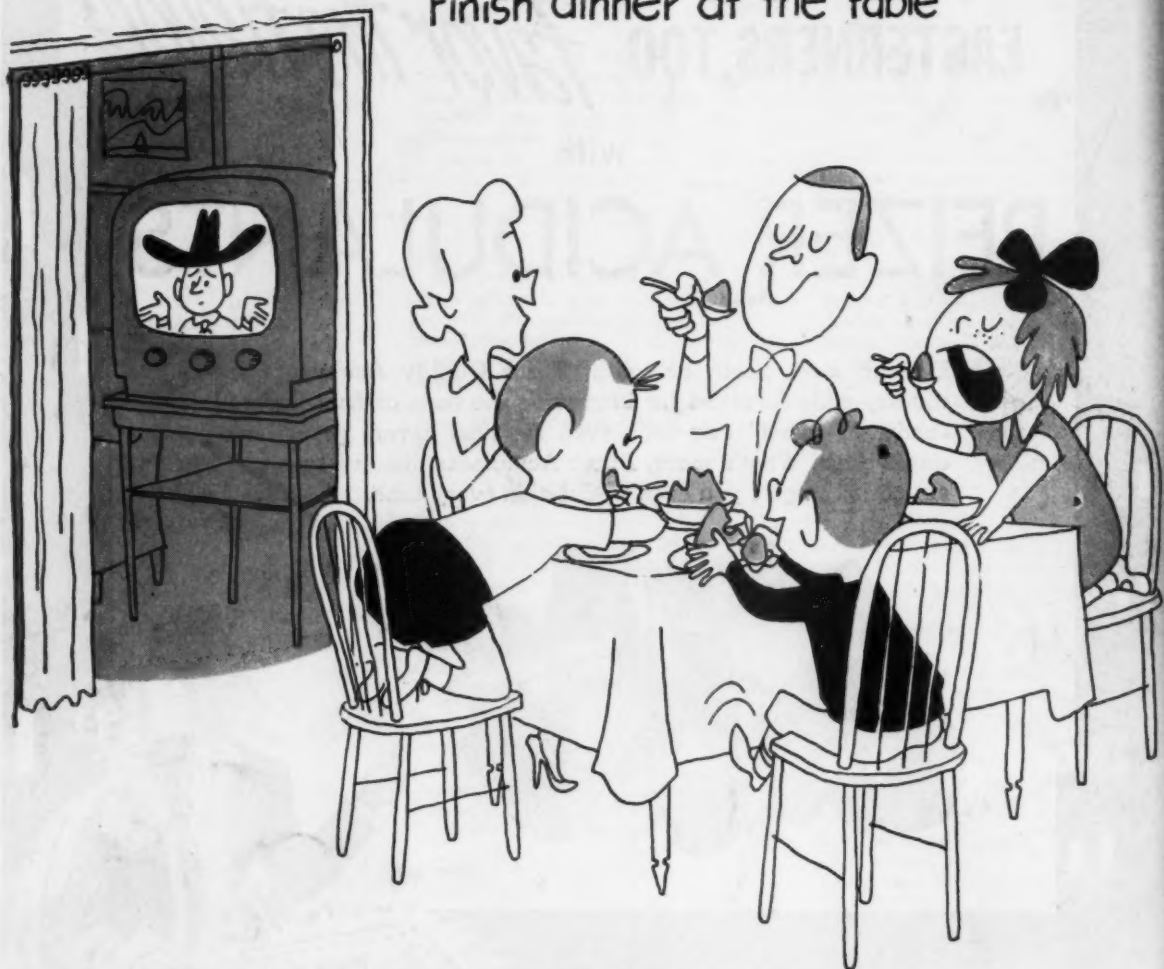
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